



East Bay Community Energy

2018 California Renewable Energy

Request for Proposals

Responses to Bidder Questions

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Base Product

1. Is Full Capacity Deliverability Status (FCDS) an absolute requirement? Can a project with Energy Only status still apply?

The standard conforming bids includes resource adequacy (RA) benefits. However, EBCE welcomes bid variations. A project with Energy Only status can be submitted as a non-conforming bid and will be evaluated.

To submit a non-conforming bid, a developer can skip the first 4 “base offer” columns of the “bid” tab in Exhibit C, Proposal Offer Form, and provide the bid in one of the “offer variation” columns.

Note that in the “Project Development Status” tab, row 23, the “Product” description includes a dropdown menu of ‘full requirements’, ‘energy only’ and ‘other.’

2. Will EBCE accept proposals that entail metering on the low side of the transformer?

Standard conforming bids assume metering on the high side. If there’s a strong rationale for metering on the low side, please provide reasoning and EBCE will evaluate it.

Energy Storage

3. Can the respondent offer two separate options for one bid: 1) PV only and 2) PV+Energy Storage for one project?

Yes, this is highly encouraged.

4. Do you have a preferred battery storage size relative to a generation project size? For a 20 W AC generation project, what size of battery storage would be preferred?

EBCE is seeking standard conforming bids to be 20% of PPA contracted capacity, 4-hour duration. Variations of storage offerings to optimize are welcome. *Please note that the RFP protocol has been revised to reflect this ask. Please see EBCE 2018 California Renewable Energy RFP_Revision1, available on [EBCE's web site](#).*

5. Is the 20MW/80MWh size for storage a maximum, a minimum, or the only size you want to see?

EBCE is seeking standard conforming bids to be 20% of PPA contracted capacity, 4-hour duration. Variations of storage offerings to optimize are welcome. *Please note that the RFP protocol has been revised to reflect this ask. Please see EBCE 2018 California Renewable Energy RFP_Revision1, available on [EBCE's web site](#).*

6. Any size limitation (cap) for energy storage system for local (in Alameda County) and outside of the County?

EBCE is seeking standard conforming bids to be 20% of PPA contracted capacity, 4-hour duration. Variations of storage offerings to optimize are welcome. *Please note that the RFP protocol has been revised to reflect this ask. Please see EBCE 2018 California Renewable Energy RFP_Revision1, available on [EBCE's web site](#).*

7. Can EBCE clarify the following storage pricing request: "EBCE would also like to see this offer with these operating parameters provided with as an option to install storage at a future date post COD at EBCE's discretion"?

EBCE is asking for a price that includes the project being set up to include storage (i.e. all necessary land and interconnection capability included) with the assumption that the cost of the future addition of storage would be passed through at the time at which EBCE elects to add storage. It would not be

necessary to price storage in now.

8. How does EBCE propose to dispatch an energy storage project that is paired with solar? Would the energy be required to be priced at the hub given that it could be discharged at any time of day?

Energy dispatched through storage can be priced at the hub or node, but should be consistent with the pricing assumption of the solar generation.

9. Please could you clarify how storage durations greater than 4h will be considered?

The standard conforming bid for energy storage will offer a duration of 4 hours. The 4-hour duration is required to meet Resource Adequacy requirements. Developers are asked to provide additional storage proposals and vary overall capacity and duration to optimize storage systems for load shifting purposes.

10. Is the 20% capacity of PV (for storage) requirement based on DC or AC?

This is based on MWac.

11. For optimized generation profiles offered for PV+S projects, does EBCE value a particular energy storage service and want to see that reflected in the profile (ex, peak shifting to certain hours, or smoothing PV intermittency)?

Within the RFP, EBCE specifies that it is interested in proposals that address the following market risks:

1. Exposure to varied market conditions (e.g., negative market prices, constrained market events caused by ramping, etc.);
2. Uncertainty of intermittent product deliveries; or
3. Potential expansion of CAISO to a regional market.

It also references that additional storage offer variations are welcome based on optimizing performance, size, and cost.

12. For solar+storage projects can we include the storage costs in our energy price \$/MWh or do we need to bid the storage cost separately?

Storage is priced separately. Please see the "Energy Storage" tab of Exhibit C, where you are asked to enter storage prices in \$/kW-mo.

13. Is there a requirement to provide Dynamic Stability Data by EBCE?

No, not within the initial response.

14. Is there a requirement for providing Primary Frequency Response by EBCE?

No, not within the initial response.

15. Is there a requirement to provide Synchronous Dynamic VAR Support for Power Factor by EBCE?

No, not within the initial response.

16. If Synchronous Dynamic VAR Support for Power Factor is required, will that require added support inverters & capacitors by EBCE?

No, not within the initial response.

Scheduling Coordination

- 17. The RFP says that NCPA will be the Scheduling Coordinator if EBCE purchases “100% of the generation” from a project. In the event a project offers energy, RA and RECs to EBCE, but the developer wants to monetize other ancillary services from the battery storage component of the project (regulation up/down, Local RA, spinning reserves, etc.), how would EBCE prefer to handle SC services in such a scenario?**

The bidder should use the row labeled “Non Conforming Assumptions” within Exhibit C Proposal Offer Form to state whether the proposal assumes that EBCE will provide SC Services (as reflected in its proposed Term Sheet) or that they, or a third-party, will provide such SC Services. If the Bidder’s proposal includes a unique scheduling arrangement in order to provide an economically advantageous deal structure to EBCE, then the Bidder must clearly outline the roles and responsibilities of the Bidder and EBCE.

- 18. If the portion of a Facility that EBCE is contracted to receive output from (i.e., the Buyer’s Contract Capacity) has its own CAISO resource ID in addition a separate PPA, and thus is metered and scheduled independently from the remainder of the Facility, is Seller responsible for performing/contracting out for Scheduling Coordinator role?**

Please see the following guidance from the term sheet:

- Buyer will be responsible for the SC role where Buyer’s Output Share is 100%. If Buyer’s Output Share is less than 100%, then Seller will be responsible for performing the SC role and should describe its experience with providing or obtaining SC services in its RFP Response. As described in the Additional Services Proposals section of the RFP, there are also certain commercial structures whereby it is optimal for the Seller to be the SC for the Facility. Bidder shall describe the value of such arrangement in its RFP Response if proposing such a structure).

Along with this guidance from the RFP protocol:

- Bidder must describe plans for long-term ownership, operation and maintenance of the project, including how Bidder plans to schedule energy deliveries under the proposed PPA. Bidder must state whether the proposal assumes that EBCE will provide SC Services (as reflected in its proposed Term Sheet) or that they, or a third-party, will provide such SC Services. If the Bidder’s proposal includes a unique scheduling arrangement in order to provide an economically advantageous deal structure to EBCE, then the Bidder must clearly outline the roles and responsibilities of the Bidder and EBCE.

Project Location

- 19. How strict is the requirement that projects must be located within California? Will EBCE accept offers from renewable energy projects that can deliver to CAISO and qualify for PCC1?**

The standard conforming bid requires that the project is within the state of CA. Developers may submit non-conforming bids and bid variations from projects outside of California, but delivering into CAISO, for review and consideration.

- 20. Will a 3 MW solar project plus storage located near San Bernadino CA qualify for the 3 MW delivery to Alameda?**

No, the 3 MWac requirement is for projects located within Alameda County.

- 21. You're looking for a minimum of 3 MWac nameplate capacity to be built in Alameda County, but expect to contract for 20 MWac nameplate?**

EBCE seeks to secure in aggregate at least 20 MWac in Alameda County, and this could be from one or more 3+ MWac projects.

Settlement

22. You noted that PGE DLAP was the preferred delivery point. Is that among hubs or including project nodes?

That is among hubs.

Standard conforming bids will offer two settlement locations:

- Project Point of Delivery (Pnode)
- Default Load Aggregation Point or Hub
 - Strong preference: PG&E DLAP
 - SDG&E DLAP
 - SCE DLAP
 - NP-15
 - SP-15
 - ZP-26

23. For the Day-Ahead Scheduling, is East Bay proposing Buyer or Seller will take on the DA-RT imbalance?

Standard conforming bids assume that the Seller owns the positive or negative charges associated with energy imbalance. As a bid variant/non-conforming bid, bidders may assume that the Buyer takes on this responsibility. If doing so, please state the assumptions clearly in the Exhibit C Proposal Offer Form, "Bid" tab, row that asks for "Non-Conforming Assumptions."

Development Milestones

24. Are there any development stage criteria that have been established for project participating in this RFP, for example, interconnection or permitting process?

Each project must have submitted an interconnection application for the specific project and demonstrated interconnection cost and timing viability.

For the remainder of the development milestones, EBCE does not have minimum thresholds, but expects that the development milestones will be planned to enable project completion by the planned COD. EBCE requests that you provide as much detail related to development milestones as possible so they can understand exactly what the milestones are, and what the current status of the project is related to the milestones. Project evaluation will take into account the level of maturity and milestones that have already been completed.

25. Would it be possible to bid a project with a confirmation of interconnection application or only interconnection queue position qualifies for the bidding? If we can provide the confirmation of IA as a proof of interconnection status, how can we indicate in the Exhibit C Project Development Status?

Yes, you are welcome to bid any project that has submitted an interconnection application. In Exhibit C, "Project Development Status" tab, in the row that asks for "interconnection queue position", please explain the status. You can attach the confirmation of IA as supplemental documentation when you submit the RFP.

26. Would it be possible to include a project offering in our proposal for which we haven't yet secured a specific/desired site-control?

There is no minimum requirement for the level of site control in projects that are proposed, so yes, a project with no site control can be offered. EBCE requests that you provide as much detail related to development milestones as possible so they can understand exactly what the milestones are, and

what the current status of the project is related to the milestones. Project evaluation will take into account the level of maturity and milestones that have already been completed.

- 27. Is the Development Plan schedule referenced in Section 4 of the Proposal Requirements portion of the RFP included in the Excel-based Offer Form? The "Project Development Status" tab contains fields requesting dates, but it's unclear if they constitute the Development Plan.** Yes, by completing the "Project Development Status" tab, the bidder will have provided a sufficient development plan. As indicated in Row 58 of the "Project Development Status" tab, a Gantt chart or other visual may be attached to your RFP response to provide timeline details if you would like.

There is also a "Project Development Milestones" section of the term sheet for developers to complete with dates.

Project Size

- 28. Is there a cap on maximum project size?**

There is no maximum project size. Through this RFP, EBCE is seeking a target of up to 1,000,000 MWh/year. EBCE may at its discretion select an aggregate of multiple projects or a single project that exceeds 1,000,000MWh/year.

Bid Size

- 29. Can a bidder submit a 20 MW generation project to the RFP which will have four separate 5 MW interconnection agreements and points of interconnection (located on the same land parcel) and meet the RFP requirement for a minimum 10 MW AC project outside of Alameda County?**

EBCE is willing to consider and review a project with multiple interconnection agreements. Please fully detail the proposed configuration, including specifics on project ownership structure, system location, PPA structure, and project performance as it pertains to multiple units.

- 30. Outside of Alameda County, will EBCE allow developers to bid several 5MW projects on single meters tied to one RTU Meter, making it a single 10 MW+ system?**

EBCE is willing to consider and review a project with multiple interconnection agreements. Please fully detail the proposed configuration, including specifics on project ownership structure, system location, PPA structure, and project performance as it pertains to multiple units.

- 31. Following up on the excerpts below, what's the true minimum of total generation capacity sought after by EBCE, that should/must be located within Alameda County?**

- "EBCE intends to secure no less than 20MW of renewable energy generation within Alameda County" (page 2).
- "Installed Capacity of Offer: Alameda County, minimum three (3) MWac; Outside of Alameda County, minimum ten (10) MWac" (page 4).

For each project that is offered within Alameda County, EBCE is seeking the minimum installed capacity to be 3 MWac.

At the end of this process, EBCE is seeking to sign PPAs with at least 20 MWac of power from Alameda County, in total. Within the state of California, EBCE has a larger goal of signing PPAs totaling up to 1,000,000 MWh/year.

32. Regarding the definitions of “Buyer’s Contract Capacity”, “Installed Capacity”, and “Facility” – it is unclear if “Facility” is intended to apply to the entire project, or only the portion that EBCE would be contracted to receive. Is the Buyer’s Contract Capacity differentiated from the Installed Capacity of the Facility so as to allow for the possibility of joint procurement, or for some other reason?

An excerpt of the term sheet is included below.

The bracket within the “Facility” field is looking for the full project name.

The bracket within the “Installed Capacity” field is seeking the full project size in MW_{ac}.

The bracket within the “Buyer’s Contract Capacity” is seeking the bid size in MW_{ac}.

The “Buyer’s Contract Capacity” can be smaller than the “Installed Capacity”, allowing for multiple offtakers from the project.

Facility:	The [____] project, located in [County], in the State of California, (the “Project”). Please include: <ul style="list-style-type: none"> • type of renewable energy; • proposed primary technology; and • potential name of project.
Installed Capacity:	[____] MW _{ac}
Buyer’s Contract Capacity:	[____] MW _{ac} <i>(Note: Buyer’s Contract Capacity shall equal the Buyer’s Output Share multiplied by final Installed Capacity and shall not be less than 2 MW)</i>

33. Does EBCE envision any adjustment mechanism post CPUC decision on PCIA expected in Q3, 2018?

No, EBCE does not expect an adjustment.

Curtailment Rights

34. Can you clarify the free curtailment being proposed in the term sheet? For example, does the [50 MW] hours/year for a 100 MW project mean 5,000 MWh/year?

Yes, that is correct. The calculation can be more specifically stated as [fifty (50) x project contract capacity MW] hours.

Curtailment Rights	In the event the Facility is curtailed due to an Emergency (as to be defined in the interconnection agreement), Force Majeure, by the CAISO or the transmission owner, or for any reason other than Buyer’s sole action or inaction, Seller shall not be liable for failure to deliver such curtailed energy and Buyer shall not be obligated to pay for such curtailed energy. Notwithstanding the foregoing, Buyer may curtail deliveries of energy at any time and for any duration (“Buyer-Directed Curtailment”). Buyer shall have no obligation to pay Seller for up to [fifty (50) x MW] hours of Buyer-Directed Curtailment per contract year. For any Buyer-Directed
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	Curtailment in excess of [fifty (50) x project contract capacity MW] hours per Contract Year, Buyer shall pay Seller for such energy at the PPA Price, except as set forth in the Annual Excess Energy provision. All energy not generated in excess of [fifty (50) x MW] hours per Contract Year shall be defined as “Deemed Generated Energy.”
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Term Length

35. What is the maximum PPA term that EBCE considers?

The maximum PPA term is 25 years.

36. If the project is not a new-build, is it required to offer a term length of 20 years?

The standard conforming bids are for 20 years. However, EBCE welcomes variations and will evaluate them.

To submit a non-conforming bid, a developer can skip the first 4 “base offer” columns of the “bid” tab in Exhibit C, Proposal Offer Form, and provide the bid in one of the “offer variation” columns.

Price

37. Is there a consultant fee that we should include in our pricing?

No, no consultant fee needs to be included in the pricing.

Local Labor Requirement

38. Does the local labor requirement apply to projects outside of Alameda County?

EBCE prefers projects that utilize local workforce sourced from Alameda County. This preference applies to projects within Alameda County.

EBCE has the four goals and priorities, stated below, related to local workforce development. These are goals specific to Alameda County labor as well as throughout California.

- 1) Utilizing a stable and skilled workforce
- 2) Contributing to local workforce development
- 3) Creating opportunities for disadvantaged workers
- 4) Supporting union jobs

Prevailing Wage

39. Please confirm whether or not prevailing wages are a requirement for all construction and maintenance activities.

The guidance on prevailing wage from the term sheet is “Seller shall comply with all federal, state and local laws, statutes, ordinances, rules and regulations, and the orders and decrees of any courts or administrative bodies or tribunals, including, without limitation employment discrimination laws and prevailing wage laws.”

Developers must state their assumptions related to workforce wages for construction and maintenance activities and will be required to uphold those assumptions. In Exhibit C Proposal Offer Form, “Project Development Status” tab, there is a question under the “Local Workforce Development” category that asks “What are your wage assumptions?”

Buyer Security

40. What form of credit/collateral is East Bay willing to post in support of a PPA?

The standard conforming bid will not include any form of credit support by EBCE. EBCE does welcome bid variations, which provide an opportunity for developers to present alternative credit structures and proposals for consideration. EBCE will not consider any form of a parent level guarantee provided by the County or City members. EBCE does not anticipate utilizing our existing lockbox account for long-term contracting.

41. Re: credit support by EBCE - does this imply that EBCE will not accept term sheet markups with payment performance provisions in lieu of a credit rating?

The standard conforming bid will not include any form of credit support by EBCE. EBCE does welcome bid variations, which provide an opportunity for developers to present alternative credit structures and proposals for consideration. EBCE will not consider any form of a parent level guarantee provided by the County or City members. EBCE does not anticipate utilizing our existing lockbox account for long-term contracting.

Seller Security

42. Securities - for a PV+storage bid (considered "dispatchable"), does the \$90k/MW security apply to the full PV capacity in addition to the storage capacity? Or should we calculate the total security as \$60k/MW for the PV capacity and \$90k/MW for the storage capacity? So, if we offer 100MW solar plus 20MW storage. Would the Dispatchable Development Security apply to 100MW, 120MW, or the maximum capacity at the POI?

The dispatchable development security applies to the maximum capacity at the POI.

Exhibit A Notice of Intent

43. Do all members of a team (responding as such) need to register for notice of intent to bid, as opposed to just the lead responder?

No. The Notice of Intent is company-specific. The form allows for the company to provide a primary and secondary contact – that is a sufficient number of contacts to provide for each company.

Exhibit B Participation Agreement

44. Do we need to submit one Exhibit B for all projects if they are part of the same proposal (one Exhibit C)? Or do we need an Exhibit B per project?

Please submit one Exhibit B per company.

45. Do Bidders have the opportunity to request edits to the Participation Agreement? If so, what steps should be taken?

No, the Participation Agreement cannot be edited.

Exhibit C Proposal Offer Form

Please note that EBCE has issued an updated version of Exhibit C, titled Exhibit C Proposal Offer Form_Revision 1, which developers should use to submit their proposals. This file is publicly available on [EBCE's web site](#).

- 46. Should the P50 generation profiles included in our proposal include storage-related losses for PV+S offers, or are all of the P50 profiles intended to reflect PV generation only?**

Bidders are asked to create copies of the "Project Generation" tab of the Exhibit C Proposal Offer Form for each product that they submit.

For example, if a bidder submits a solar project on its own, it should submit that solar project's P50 generation profile. If a bidder also proposes to combine that solar project with storage, they should submit the optimized generation profile for that combined project.

- 47. Is EBCE willing to take multiple respondents, for example, Company A and Company B, as a joint respondent? Can one respondent submit a proposal including multiple projects? Or should each project need to be submitted separately?**

Yes, joint respondent proposals are welcomed. If Company A responds individually, one workbook, A&B separate workbook.

Proposals can include multiple projects. Exhibit C Proposal Offer Form allows for six projects within each proposal, and the columns can be duplicated to allow for more projects if desired.

- 48. In regard to the 8760 and 12 x 24 in the offer form, it appears you would like those times in UTC. If that is the case, should all other times in the offer form also be in UTC and not PPT or PDT/PST?**

Yes, please submit all times in UTC.

- 49. Could you please clarify the UTC time zone specification?**

The Exhibit C workbook, Project Generation tab, requests 8760s and 12x24s for each project submitted. We ask that the times be provided in Coordinated Universal Time (UTC).

Exhibit D EBCE Term Sheet

- 50. Would EBCE prefer to receive a separate term sheet mark-up for proposals that incorporate storage?**

The term sheet provided aligns with the standard offer. It is required that bidders mark up this term sheet. If bidders wish to add storage provisions to their markup of the term sheet, they are welcome to do so.

Due Date

- 51. Given that EBCE changed the requirements for the base storage bid ~2 weeks prior to bid due date, are you willing to consider a bid extension to allow bidders to provide the best storage offers**

No, the due date remains the same – June 29th at 1pm PT.