

1/18/2023

EBCE DAC-GT & CGST RFO Webinar



Welcome!

- Availability of slides
- Questions

Please also note that this webinar is being recorded. The slides and recording will be uploaded to the RFO webpage.

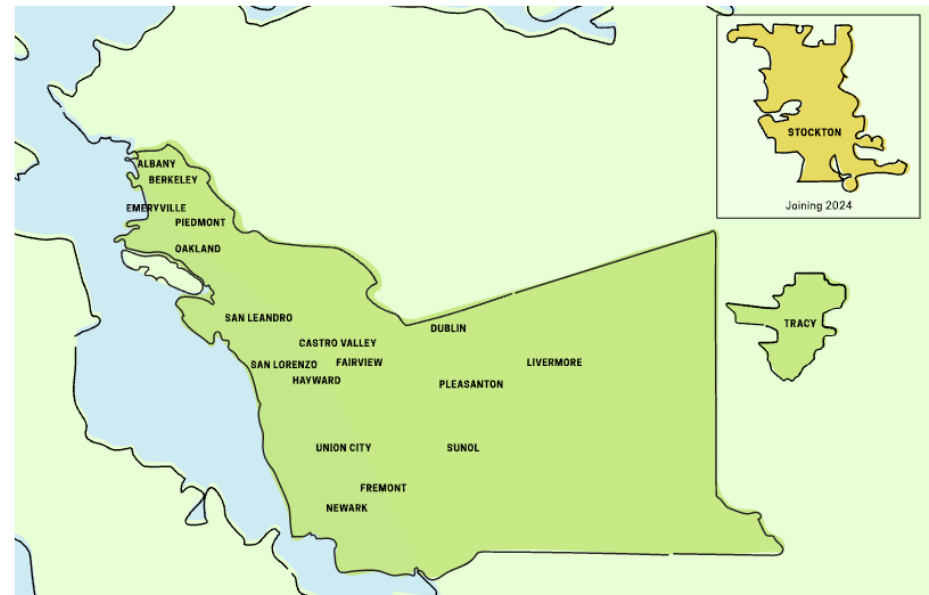
Agenda

1. Introduction to EBCE
2. Overview of Community Solar program and RFO
3. Solicitation Details
4. Guidelines for Offer Development
5. Wrap Up

Introduction to EBCE

EBCE is a not-for-profit public agency that operates a Community Choice Energy program for Alameda County and fourteen incorporated cities, serving more than 630,000 residential and commercial customers.

EBCE initiated service in June 2018 and expanded to the cities of Pleasanton, Newark, and Tracy in April 2021.



Overview of Community Solar Program

Overview of Community Solar Programs

- The CPUC in 2018 adopted Decision 18-06-027, creating the Disadvantaged Communities Green Tariff (“DAC-GT”) and Community Solar Green Tariff (“CSGT”) programs. The programs promote the development of renewable generation in underserved communities. Pursuant to the Decision, EBCE may implement its own DAC-GT and CSGT programs in its service area.
- **Both programs** allow low-income customers (defined as CARE and FERA-eligible) living in disadvantaged community (“DAC”) census tracts to receive 100% solar energy at a 20% discount on their electric bills.
- The key difference between the two programs is that the Community Solar Green Tariff program requires **a community sponsor of the project** and will result in projects **located within five miles of the community** it serves.

	DAC Green Tariff Program	Community Solar Green Tariff Program
Program Size:	~5.7 MW (serves ~1,700 customers)	~1.6 MW (serves ~450 customers)
Project Location:	In a DAC in EBCE’s service area	In a DAC in EBCE’s service area <u>and within five miles of customers served</u>
Participant Requirements:	Residential customers who are CARE/FERA eligible and live in a DAC	At least 50% of participants must be residential customers who are CARE/FERA eligible; all participants must live in a DAC
Other Requirements:	Workforce development requirements	<ul style="list-style-type: none"> • Workforce development requirements • Community Sponsor requirement



Eligibility Overview

Community (project location): *The solar project must be...*

- Located in a Disadvantaged Community (“DAC”), and
- For CSGT within 5 miles of the customers’ community (defined according to census tract border)

Customers: *Customers subscribed to the project must be...*

- For DAC-GT, located in a DAC. For CSGT, located in a DAC that is within 5 miles of the solar project
- For DAC-GT, all subscribers must be low-income. For CSGT, at least 50% of customer subscribers must be low-income

Sponsors (for CSGT only): *Organizations sponsoring the project must be...*

- Non-profit, community-based organizations, local governments, or schools
- In order to be eligible for the 20% bill discount, sponsors must also be based in a DAC that is within 5 miles of the project and be an EBCE customer



A Note on Disadvantaged Communities (“DACs”)

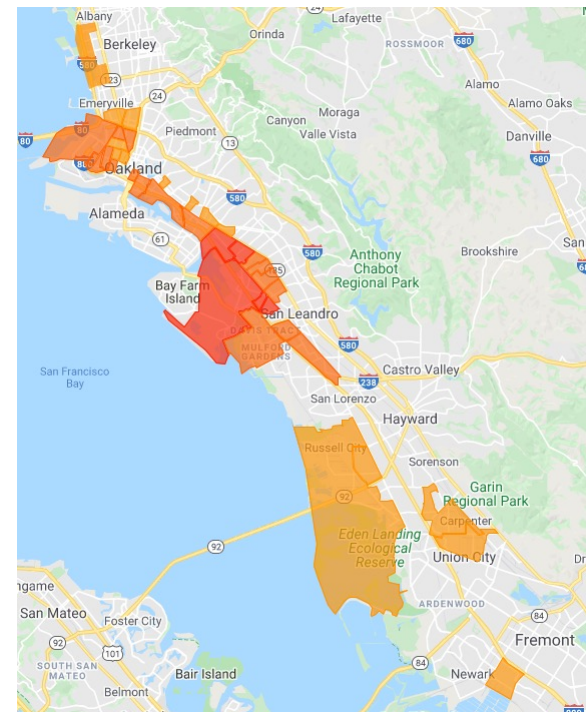
What is a “DAC”?

- For purposes of the program, DACs are defined geographically as the **25% highest-scoring census tracts in CalEnviroScreen 3.0 and 4.0**, a scoring methodology developed by CalEPA.
- The CPUC defines DACs in the following way:
 - “Disadvantaged communities refers to the areas throughout California which most suffer from a combination of economic, health, and environmental burdens. These burdens include poverty, high unemployment, air and water pollution, presence of hazardous wastes as well as high incidence of asthma and heart disease.

Can I find a map of DACs?

- Yes!
 - **CalEPA maintains a map at this website:**
<https://oehha.ca.gov/calenviroscreen/sb535>

Snapshot of selected 3.0 DACs in EBCE’s service area*



Solicitation Details

Solicitation Overview

East Bay Community Energy (“EBCE”) is soliciting competitive proposals for the sale and purchase of renewable energy and energy storage up to EBCE’s program capacity allocations for both the Disadvantaged Communities Green Tariff (“DAC-GT”) and Community Solar Green Tariff (“CSGT”) programs, consistent with the terms and provisions in this Request for Offers (“RFO”).

Note that EBCE may in program marketing materials refer to DAC-GT as “EBCE Solar Discount Program” and CSGT as “EBCE Community Solar Discount Program.”

RFO Goals

- EBCE seeks to procure up to 5.726 MW for the DAC-GT program and 1.5625 MW for the CSGT program, from new construction resources located in EBCE’s service area.
- All projects, regardless of program, must be located within a DAC-eligible census tract that is within EBCE’s service area.

RFO Schedule

Date /Time	Event
Ongoing	Respondents may register online to receive notices regarding the RFO.
December 2, 2022	Issuance. EBCE issues RFO.
January 12, 2022	CSGT Event. “Meet-and-Greet” for Prospective Community Sponsors and Solar Project Developers at 11 a.m. PPT.
January 18, 2022	Webinar. Respondent Webinar for RFO at 2:00 p.m. PPT.
January 23, 2023	Final Questions due by 6:00 p.m. PPT. Final deadline to submit questions.
January 30, 2022	Final Q&A Posted. EBCE to post Q&A document.
February 3, 2023	Notice of Intent to Offer due by 5:00 p.m. PPT. Final deadline to submit NOI.
March 2, 2023	DAC-GT and CSGT Offers due by 5:00 p.m. PPT. Offers, including all required files and related information, must be submitted via Dropbox.
April 3, 2023	DAC-GT and CSGT Selection. Anticipated date EBCE will notify Sellers via email of selection or waitlist status. EBCE may select Offers according to the eligibility and evaluation criteria described in Sections 3 and 4.
April 21, 2023	Advice Letter Filing of Executed PPAs. Anticipated date EBCE will submit DAC-GT and CSGT PPAs for CPUC Approval via Tier 2 advice letter.
May 17, 2023	Presentation to EBCE Board. Target date for approval of DAC-GT and CSGT Offers by EBCE Board of Directors.
May 31, 2023	Standard Contracts Sent. Anticipated date EBCE will send standard contract for execution to all Sellers.
June 10, 2023	Target Execution Date. Seller submittal of executed standard contract for DAC-GT and CSGT. Effectiveness date will be contingent upon CPUC Approval.


Upcoming activities

Eligibility: Design Requirements

	DAC-GT	CSGT
Project Location	The Project must be located in EBCE’s service area and within a top 25% CalEnviroScreen 3.0 or 4.0 designated census tract. Projects with any portion of their site boundary intersecting a DAC census tract will be deemed to have met this locational requirement.	The Project must be located in EBCE’s service area and within a top 25% CalEnviroScreen 3.0 or 4.0 designated census tract, and not more than 5 miles away from the DAC census tracts in which subscribing customers reside. Projects with any portion of their site boundary intersecting a DAC census tract will be deemed to have met the requirement to be located in a DAC.
Eligible Resources	The Project must be a new solar, Renewable Portfolio Standard (“RPS”)-eligible, in-front-of-the-meter generating facility with energy storage.	The Project must be a new, solar, RPS-eligible, in-front-of-the-meter generating facility with energy storage.
Project Size	The project’s solar nameplate capacity and the offer’s Contract Capacity shall be no smaller than 500 kW and no larger than 5.726 MW-AC. All projects, regardless of size, shall be in front of the meter.	The project’s nameplate solar capacity and the Seller’s Contract Capacity shall be no larger than 1.5625 MW-AC and no smaller than 550 kW. All projects, regardless of size, shall be in front of the meter. Storage size must be 100 kW as a minimum, or aggregated to this threshold.
Commercial Operation Date (“COD”)	EBCE has a preference for projects beginning deliveries by 2025 or as soon as possible.	<i>Same as DAC-GT</i>
Workforce Development	Detailed Workforce Development Plan must be included	<i>Same as DAC-GT</i>
Pro Forma PPA Negotiation	If selected, Seller must be willing to execute the Pro Forma PPA without negotiation	<i>Same as DAC-GT</i>
Permission to Operate	N/A	25% of project capacity must be subscribed by eligible low-income residents prior to the resource declaring COD
Community Sponsor	N/A	Offers must include a Letter of Commitment from a non-profit community-based organization, local government agency, or school.

Eligibility: Project Viability Requirements

	DAC-GT and CSGT
Interconnection	Projects must have, at the minimum, a completed and returned Phase I Impact Study at the time of Offer submittal. Projects will need to ensure they can participate in CAISO markets prior to contract start under any agreement executed with EBCE.
Deliverability	<p>Offers for energy-only products are not required to demonstrate deliverability.</p> <p>Offers that include Resource Adequacy (“RA”) must demonstrate that the project meets one of the conditions below:</p> <ol style="list-style-type: none"> 1. A valid interconnection request for Partial or Full Capacity Deliverability Status has been submitted to the CAISO with a deliverability status that matches the Offer. 2. A valid interconnection request for Partial or Full Capacity Deliverability status where a Phase II report has been issued (or, for Cluster 14, is expected to be issued during the RFO evaluation period) and the project has maintained its request for Partial or Full Capacity Deliverability status. 3. Evidence of allocated or retained deliverability per the CAISO annual post Phase II deliverability allocation (TPD) process that indicates the project will be deliverable pursuant to the CAISO Tariff. 4. An executed Interconnection Agreement or Amendment to an Interconnection Agreement is in place and full effect reflecting, at a minimum, the offered deliverability status and evidence of retained deliverability per the CAISO’s deliverability allocation process. 5. Documentation has been obtained that the project has received deliverability through the CAISO’s Distributed Generation Deliverability (DGD) assessment process pursuant to the CAISO Tariff.
Site Control	<p>Respondents attest they have secured site control for the entire delivery term of their Offer(s) to EBCE.</p> <p>Examples of site control include: (1) ownership of the site, a leasehold interest, or a right to develop a site for the purpose of constructing a generating facility; (2) an option to purchase or acquire a leasehold site for purposes of constructing a generating facility; and (3) any other arrangement that amounts to the same right to develop the property, in EBCE’s sole discretion.</p>
Commencement of COD	The project must be able to begin commercial operation and/or begin deliveries under the contract no later than April 1, 2025. EBCE prefers projects with earlier CODs.

Evaluation Methodology Overview

- When Respondents have met the eligibility requirements, EBCE will employ the evaluation criteria described in this section to select or shortlist Offers, using quantitative and qualitative evaluation criteria to score projects.
- Eligible offers will be ranked in order of total score.
- EBCE will award PPAs to the highest-scoring projects in rank order, up to its available program capacity of 5.726 MW for DAC-GT and 1.5625 MW for CSGT.

Evaluation Criteria for DAC-GT and CSGT

Category	Details	DAC-GT Weight/ Weight in Category	CSGT Weight/ Weight in Category
Quantitative Criteria		50%	50%
Project Economics	Price	100%	100%
Qualitative Criteria		50%	50%
Workforce Development Plan	Alignment with Low-Income Solar Policy Guide: <ul style="list-style-type: none"> • Outreach • Hands-on training • Tracking tools • Wrap-around services • Local hiring and procurement • Partnerships to promote hiring And/or: <ul style="list-style-type: none"> • Prevailing wage • Project Labor Agreements 	40%	40%
Community Sponsorship	Letters of Commitment that demonstrate clear outreach goals and evidence of interest from community members will be scored most highly.	n/a	25%
Development Status and Prior Experience	Progress towards interconnection, deliverability (if applicable), siting, zoning, permitting, financing. Previous experience developing projects of similar technology and size	60%	35%



Guidelines for Offer Development

Guidelines for Offer Development: Price

a. Price

Respondents must submit Offers with their best and final price using the respective product tabs in the Offer Form contained in Attachments D. EBCE will not consider updated or “refreshed” price offers submitted after the Offer submittal deadline. The Product price must be stated in annual \$/kWh and \$/kW-month for the term of the PPA.

The price submitted for an Offer must include (1) all awards, subsidies, tax credits applicable to the Project; (2) any costs incurred by the Respondent, including any interconnection costs; (3) the acceptance of the non-price terms and conditions of the PPA; and (4) all other benefits the Respondent expects to apply.

Compliant Submission Specifications (1 of 2)

Products	Energy, Energy Storage, Green Attributes, and Resource Adequacy (if applicable)
Location	The project must be physically located in and connecting electrically to a circuit, load, or substation within PG&E's service territory and located within EBCE's service area in an eligible DAC census tract. Projects with any portion of their site boundary intersecting a DAC census tract in EBCE's service area will be deemed to have met this locational requirement.
Term	Terms must be offered for 20 years.
Price	Prices must be offered at the project Pnode with a 0% annual escalator, and must be stated in annual \$/kWh (energy) and \$/kW-month (storage). The price submitted for an Offer must include (1) all awards, subsidies, tax credits applicable to the Project; (2) any costs incurred by the Respondent including any interconnection costs; (3) the acceptance of the non-price terms and conditions of the PPA; and (4) all other benefits the Respondent expects to apply.
Installed Capacity (MW)	<u>Solar</u> For DAC-GT, nameplate capacity no less than 500 kW and no greater than 5.726 MW-AC. For CSGT, nameplate capacity no less than 550 kW and no greater than 1.5625 MW-AC. <u>Paired Storage</u> For both DAC-GT and CSGT, 0.5C-rated battery with ability to shift the maximum solar energy generated to afternoon peak hours.
Expected Commercial Operation Date (COD)	On or prior to April 1, 2025.

Compliant Submission Specifications (2 of 2)

Scheduling Coordinator	EBCE will serve as the scheduling coordinator.
Ownership	All projects will be owned by the Respondent, with EBCE contracting the output of the resource for the duration of the term.
Number of Offers	An "Offer" refers to the submission of all required information and details of any additional variations for <u>one product from one site</u> . Respondents may submit alternative configurations, durations, or pricing schemes. Respondents are not limited in either the number of Offers they may submit or the number of variations they may submit for any one Offer.
Site Control	Respondents attest they have secured site control for the entire delivery term of their Offer(s) to EBCE.
Interconnection	Respondents submitting Offers for DAC-GT and CSGT projects must have, at the minimum, a completed and returned Phase I Impact Study, or equivalent, at the time of Offer submittal.
Workforce Development	Respondents must submit a Workforce Development Plan.
Community Sponsor Commitment Letter (CSGT only)	Respondents must submit a Letter of Commitment from an eligible Community Sponsor.

How to Find a CSGT Community Sponsor

1. See RFO protocol for contact information for City sponsors and their contact information.
2. Reach out to eligible entities your firm has worked with on other projects.
3. See 2021 Community Solar RFO site for entities that have expressed interest in the past on EBCE's archived solicitations site here: <https://ebce.org/communitysolarrfo/>

NOI + Offer Submittal Process

To receive a Dropbox folder to respond to this RFO, Respondents must submit a Notice of Intent (NOI).

All information submittals related to this RFO must be made via the Respondent's unique Dropbox submission folder.

Required Forms

Submissions must include the following attachments, as detailed in the Solicitation Protocol. All forms and templates listed below are available for download on EBCE's solicitation page.

- i. Participation Agreement (Attachment B)
- ii. Project Narrative, including Workforce Development Plan (for DAC-GT and CSGT) and Community Sponsor Letter of Commitment (for CSGT only) (Attachment C)
- iii. Completed Offer Form (Attachment D)
- iv. Completed PPA (Attachment E.1 and/or E.2)
- v. Interconnection Studies
- vi. Site Map



Next Steps

Next Steps & Important Upcoming Events

- Submit Questions to communitysolarrfo@ebce.org
- Check RFO site regularly for updates

THANK YOU

2022communitysolarrfo@ebce.org

