



WEBINAR: 2023 Request for Offers for Renewable Energy + Storage

January 10, 2023

Responses due January 30, 2023, at 5 PM Pacific Prevailing Time

RFO Website: <https://www.peninsulacleanenergy.com/solicitation/2023-rfo-for-renewable-energy-storage/>

AGENDA

- Housekeeping
- Introductions and Overview
- Schedule
- Communications
- Products/Projects
- Bid Submittal Requirements
- Evaluation Criteria
- Shortlist
- Q&A

HOUSEKEEPING

- Audio – Participant microphones disabled but please keep phone on mute
- Video – Participant video disabled
- Questions during the webinar must be submitted via the Q&A function during the webinar. Questions will be answered in the time available at the end of the presentation
- All questions discussed on the webinar as well as all questions submitted through the Q&A form will be in the Q&A responses posted to the RFO Website.
- This presentation will be recorded and posted to the RFO website after the call

INTRODUCTION



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Planning and Analytics Manager



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Power Resources and Compliance
Manager

ABOUT PENINSULA CLEAN ENERGY

- Official electricity provider for San Mateo County since 2016, and beginning in 2022, for the City of Los Banos
- Provides electricity service to approximately 310,000 customer accounts with 3,600 GWh of clean electricity annually
- Goal to provide customers with 100% renewable energy by 2025
- Investment grade credit – Moody's: Baa2; Fitch: BBB+
- As of September 30, 2022, Peninsula Clean Energy had an audited total cash and investments balance of \$188.6 million representing all restricted and unrestricted cash plus short-term and medium-term investments.
- Of the total, \$188.3 million, or 99.8%, was unrestricted representing 295 days of cash on hand, significantly higher than Peninsula Clean Energy's Board policy requirement of 180 days.
- Peninsula Clean Energy's financial statements including its fiscal year 2021-2022 audited financials are available on Peninsula Clean Energy's website. For more information on Peninsula Clean Energy, please go to www.peninsulacleanenergy.com

OVERVIEW

- Goal: to solicit competitive offers for the purchase of renewable energy, renewable energy plus storage, or stand-alone storage contracts
- Soliciting resources both to fulfill our energy goals as well as to achieve compliance with the California Public Utilities Commission (CPUC) decision requiring procurement to address mid-term reliability
- All bids must be compliant with RFO specifications
- Peninsula Clean Energy intends to collect all relevant energy, environmental attributes, resource adequacy, and ancillary services benefits from the projects, as applicable

SCHEDULE

| EVENT | DATE |
|--|--|
| Issue RFO | Friday, December 16, 2022 |
| Deadline to submit Questions prior to Webinar | Friday, January 6, 2023 |
| Participant Webinar to discuss RFO Process | Tuesday, January 10, 2023; 11 AM PPT |
| Q&A Posted to Website | Friday, January 13, 2023 |
| Deadline to submit Questions | Friday, January 20, 2023 |
| Final Q&A Addendum posted to RFO Website | Tuesday, January 24, 2023 |
| <i>Deadline to submit RFO Proposals</i> | <i>Monday, January 30, 2023; 5 PM PPT</i> |
| Participants notified of shortlist status | Tuesday, February 28, 2023 |
| Power Purchase Agreement and Awards | Q2-Q3 2023 |

COMMUNICATIONS

- All RFO documents are available at the RFO website at <https://www.peninsulacleanenergy.com/solicitation/2023-rfo-for-renewable-energy-storage/>. All announcements, updates and Q&As will be posted on the website.
- All questions must be submitted through the form posted here: <https://forms.gle/MUvfGZb3SGJ8xzP6A>.
- Any other communications regarding this RFO, including final offer documents, should be sent to PenCleanEnergyRFO@peninsulacleanenergy.com. Please only send communications to the RFO email address and not to any individual employees' email addresses. Emails sent to individual contacts and not to the RFO email may not be reviewed or responded to.

Q&A PROCESS

- After the Webinar, additional questions may be submitted through the same Question Form (<https://forms.gle/MUvfGZb3SGJ8xzP6A>).
- Additional questions are due Friday, January 20, 2023.
- Participants are urged to submit RFO questions as early as possible, in consideration of the proposal submission deadlines.
- Peninsula Clean Energy intends to post all questions submitted by Participants before and after the Webinar, as well as responses to those questions in the form of an Addendum posted to the RFO website.
- Answers will be posted by Tuesday, January 24, 2023.
- All addenda shall become part of this RFO.
- All questions will be posted anonymously to shield the identity of Participants who posed the questions. Peninsula Clean Energy's objective in posting questions and answers is to afford Participants equal access to information potentially relevant to their proposals.

24/7 Renewable by 2025

- Peninsula Clean Energy has an ambitious goal of providing 100% renewable energy on a 99% time-coincident basis by 2025
 - In December 2021, we published “Our Path to 24/7 Renewable Energy by 2025.” That white paper explained the importance of matching hourly supply with demand. It introduced our vision for 24/7 renewable energy and outlined at a high level how we are planning to achieve it by 2025.
 - The results of our modeling, contained in the January 2023 paper “Achieving 24/7 Renewable Energy by 2025,” are extremely positive and support the feasibility of our goal. Our current energy procurement aims to match 100% renewable energy supply with customer demand on an hourly basis 99% of the time by 2025. **This paper identifies the type and quantity of resources that we need to achieve our goal.**
 - Link: <https://www.peninsulacleanenergy.com/achieving-24-7-renewable-energy-by-2025/>

CPUC MID-TERM RELIABILITY MANDATE

- D.21-06-035
- Issued on June 24, 2021
- Orders load serving entities (LSEs), including Peninsula Clean Energy, to procure 11,500 MW of new capacity statewide between 2023 and 2026.
- A portion of the new capacity procured must be in the form of Long-Lead Time (LLT) resources, defined in the Decision as long-duration energy storage or firm, zero-emitting generation
- For additional information:
<https://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M389/K603/389603637.PDF>

PRODUCTS SOLICITED

1. Renewable energy generating facilities from a variable resource (i.e. wind or solar)
2. Renewable energy generating facilities from a firm resource (i.e. geothermal)
3. Renewable energy generating facilities (either variable or firm) paired with storage
4. Stand-alone storage projects
5. Shaped Offers

Projects Solicited

- Peninsula Clean Energy is inviting offers from the following types of projects:
 - Existing projects
 - New/Repower projects with COD of December 31, 2025, or earlier, that have received Full Capacity Deliverability Status or equivalent
 - New/Repower projects with COD later than December 31, 2025 that have received, at a minimum, a Phase I Interconnection Study from CAISO, or equivalent
- **Peninsula Clean Energy is particularly interested in short-term offers with a contract term of less than ten (10) years. Peninsula Clean Energy expects that most short-term offers will be from existing resources but will also consider short-term offers from new/repower projects.**

PRODUCTS/PROJECTS SOLICITED

| Product Type | Description |
|---|--|
| Renewable energy generating facilities from a variable resource (i.e. wind or solar) | <ul style="list-style-type: none"> • PCC 1 REC-eligible projects; New or existing • Capacity size between 5 MW – 100 MW • COD no later than January 1, 2029, preference for start before December 31, 2025 |
| Renewable energy generating facilities from a firm resource (i.e. geothermal) | <ul style="list-style-type: none"> • Firm resources that meet the CPUC’s mid-term reliability procurement decision: <ul style="list-style-type: none"> • Firm, zero-emitting generation resources • New projects only • Expected annual capacity factor of at least 80%. Must not be use limited or weather dependent. • Capacity size of 5 MW – 50 MW • COD no later than June 1, 2026, although projects with COD up to June 1, 2028 will be considered • Other firm renewable resources: <ul style="list-style-type: none"> • Firm generation resources • New/Existing projects • Capacity size of 5 MW – 50 MW • COD no later than January 1, 2029, preference for start before December 31, 2025 |
| Renewable energy generating facilities paired with storage | <ul style="list-style-type: none"> • PCC 1 REC-eligible projects paired with storage • Storage capacity of 40 – 200 MWh, duration must be at least 2 hours. • Storage projects may have durations longer than 4 hours. • Generation resources may be new or pre-existing and may be variable or firm. • Preference for co-located (i.e., two separate Resource IDs) • COD no later than January 1, 2029, preference for start before December 31, 2025 |
| Stand-alone storage projects | <ul style="list-style-type: none"> • Size range of 40 – 200 MWh, duration must be at least 2 hours. • COD no later than January 1, 2029, preference for start before December 31, 2025 |
| Shaped Offers | <ul style="list-style-type: none"> • Deliver a specific quantity of renewable energy in specific hours – Offer Form identifies the specific shapes • Participants may provide their own alternative shaped offers • Provided from a portfolio of new or existing renewable energy (PCC1) and / or storage projects |

BID SUBMITTAL REQUIREMENTS

- ***Participants' Offers must be submitted by Monday, January 30, 2023, 5 PM PPT.***
- Only electronic submittals will be accepted via e-mail sent to PenCleanEnergyRFO@peninsulacleanenergy.com.
 - Please include “Peninsula Clean Energy 2023 RFO offer from [Company Name]” in the subject line.
- ***The following documents are required for each Project:***
 - Completed Offer Form (Attachment 1)
 - Narrative
 - Geospatial Footprint
 - Compliance with Peninsula Clean Energy’s Sustainable Workforce Policy
 - Compliance with Peninsula Clean Energy’s Ethical Vendor Standards
- The Diversity Questionnaire is optional. Please refer to Section 11 of the RFO Instructions for additional information.
- Please refer to the RFO Instructions for additional information, including File Name Conventions

OFFER FORM

- The excel file Offer Form (Attachment 1) is the primary source of data for evaluating submissions.
- ***This Offer Form template is mandatory and must be fully completed for a submission to be considered compliant.***

NARRATIVE

1. Cover Letter
2. Participant Experience and Qualifications
3. Project Summary
4. Project Details Summary
5. Technology Description
6. Detailed Site Description
7. Interconnection Status
8. Milestone schedule
9. Financing Plan
10. Environmental Permitting Status
11. Technology components, recycling and decommissioning
12. Project
13. Community Benefits
14. Proposed Changes to Contract Terms

PRO FORMA CONTRACTS

- Pro forma contracts will be posted to the RFO web site by January 13, 2023.
- If you have proposed changes to the contract terms, provide your proposed changes and the impact of these changes on pricing in section 14 of the narrative.

GEOSPATIAL FOOTPRINT

- ***All projects are required to submit a file of the relevant geospatial footprint of the project.***
- Geospatial footprint should be in an ESRI Shapefile format. A KML file is acceptable but Shapefiles are preferred.
- Please use the guidelines in Attachment 3 to the RFO Instructions
- Peninsula Clean Energy will study the geospatial footprint of the project to evaluate whether the project is located in a restricted or high conflict area for renewable energy development
- Projects will receive positive environmental scores if they are located in areas designated for renewable energy development or in areas that are not suitable for other developmental activities, such as EPA re-power sites

OTHER REQUIREMENTS

- Compliance with Peninsula Clean Energy's Sustainable Workforce Policy
- Compliance with Peninsula Clean Energy's Ethical Vendors Standard
- *Optional: Diversity Questionnaire*
 - As a public agency and consistent with state law, PCE will not use information provided on the Diversity Questionnaire in any part of its decision-making or selection process
 - PCE will use the information provided to help evaluate how well it is conforming to its own policies and goals

EVALUATION CRITERIA

| Evaluation Criteria | Points |
|--------------------------------------|---------------|
| Value (energy, attributes, capacity) | 45 |
| Project Viability | 15 |
| Project Team Experience | 10 |
| Changes to Contract Terms | 10 |
| Environmental impacts | 5 |
| Impact on DACs | 5 |
| Project Location | 5 |
| Ethical Vendors Standard | 5 |
| Workforce Development | Pass / Fail |
| Total | 100 |

SHORTLIST PROCESS

- ***Peninsula Clean Energy expects to notify short-listed Bidders by Tuesday, February 28, 2023.***
- Within 2 weeks of short-list notification, the following items or documents must be submitted to Peninsula Clean Energy:
 - A signed Exclusivity Agreement (Attachment 5)
 - Peninsula Clean Energy will not negotiate the terms of the Exclusivity Agreement
 - Shortlist Deposit
 - Project-based offers: \$3,000/MW of generation and storage capacity, if applicable
 - Shaped offers: 4% of one year expected project revenues (i.e. MWh * Proposed Price)
 - Demonstration of interconnection status
 - Demonstration of site control
 - Credit rating and financial statements

Q&A

- Please submit any questions through the Q&A function.
- All questions discussed on the webinar as well as all questions submitted through the Q&A form will be in the Q&A responses posted to the RFO Web site.

Thank you!

- Please submit bids by **January 30, 2023, at 5 PM Pacific Prevailing Time**
- All RFO documents are available at the RFO website at <https://www.peninsulacleanenergy.com/solicitation/2023-rfo-for-renewable-energy-storage/>. All announcements, updates and Q&As will be posted on the website.
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