

Winter 2023 Disadvantaged Communities (DAC) Participants' Webinar

January 11, 2024



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Objective

The purpose of this webinar is to provide an overview of the Winter 2023 Disadvantaged Communities Request for Offers (“DAC RFO”) issued by PG&E on December 22, 2023.



Agenda

TOPICS

1. DAC Solicitation Schedule
2. Program Overview
3. Eligibility Requirements
4. PPA Overview
5. Offer Submittal Process

Intermission

6. Q&A



Webinar Format

- PG&E will not take questions during the presentation.
- At any time during this presentation Participants should email their questions to the following Mailbox: DACprocurement@pge.com
 - Questions will be answered at the end of the webinar
 - PG&E may not address all questions during the Q&A portion of the webinar.
 - After the webinar, PG&E will compile and post a Q&A document on the PG&E's DAC RFO website, accessed via [Winter 2023 DAC RFO](#)
- This webinar presentation deck will be posted on PG&E's website at the website above.



New Website format

PG&E Account Outages & Safety Save Energy & Money Business Resources Clean Energy Sign In

Doing Business with PG&E > Wholesale Electric Power Procurement

Wholesale electric power procurement

Purchasing wholesale electric energy and capacity

Information about particular solicitations Current CPE solicitations

Solicitations

Winter 2023 Disadvantaged Communities ("DAC") RFO

Purchase of energy from new solar resources located in Disadvantaged Communities.

[Winter 2023 DAC RFO](#) →

Fall 2023 PG&E Solar Choice Solicitation

Purchase of Solar energy resources ranging from 0.5 to 20 MW.

[Fall 2023 PG&E Solar Choice Solicitation](#) →

Regional Renewable Choice Fall 2023 RFO

Purchase of community-backed RPS-eligible resources ranging from 0.5 to 20 MW.

[Regional Renewable Choice Fall 2023 RFO](#) →

2023 Renewables Portfolio Standard

PG&E is issuing its Renewables Portfolio Standard (RPS) Request for Offers (RFO) in order to meet the California Public Utilities Commission

Fall 2023 Distribution Investment Deferral Framework (DIDF) RFO

2023 Power Charge Indifference Adjustment (PCIA) RFI

The PCIA RFI is intended to seek

PG&E Account Outages & Safety Save Energy & Money Business Resources Clean Energy Sign In

Wholesale Electric Power Procurement > Winter 2023 Disadvantaged Communities (DAC) RFO

Winter 2023 Disadvantaged Communities (DAC) RFO

Resources for renewable energy developers

Renewable energy developers will find the following information about our:

- Solar in Disadvantaged Communities (DAC) programs
- Disadvantaged Communities Green Tariff (DAC-GT)
- Community Solar Green Tariff (CS-GT)

The customer-facing PG&E-branded program name for DAC-GT is Green Saver and for CS-GT is Local Green Saver.

PG&E's DAC Programs ensure subscribing residential customers have access to 100% solar power generated in their local community.

Note: For the Winter 2023 DAC RFO, PG&E will only be seeking projects that meet the eligibility requirements of the CS-GT program.

Event	Date/time
PG&E issues Disadvantaged Communities Request for Offers	December 22, 2023
Participants webinar	January 11, 2024 10:30 a.m. - 11:30 a.m. (PPT)
Deadline for participants to submit offers via Power Advocate	January 31, 2024 No later than 1:00 p.m. (PPT)
Selected and waitlisted participants notified	February 29, 2024
Participant submittal of signed PPA	March 7, 2024
Target timeframe of Execution of final Power Purchase Agreements	April 2024
Advice Letter Filing for executed DAC Power Purchase Agreements	May 2024

Links and resources

Disadvantaged communities programs **Disadvantaged communities procurement process and materials** Regulatory resources and other documents



New Website format

Links and resources

Disadvantaged communities programs

Disadvantaged communities procurement process and materials

Regulatory resources and o

Participate in Disadvantaged Communities Community Solar Green Tariff Request for Offer

Eligibility

PG&E's Winter 2023 Disadvantaged Communities (DAC) Request for Offer (RFO) solicitation Protocol has a complete list of eligibility criteria in addition to the DAC Power Purchase Agreement (PPA).

- Winter 2023 RFO Solicitation Materials ∨

- CS-GT Sponsorship Requirement and Resources ∨

- Customer Population Analysis ∨

- Participants' Webinar ∨

- Power Advocate Registration Information ∨

- Distribution and Transmission Interconnection Information ∨

- Power Purchase Agreements ∨

Winter 2023 RFO Solicitation Materials ∧

These are available through the Power Advocate link in the Power Advocate Registration Information section below.

- Winter 2023 DAC Protocol (PDF)
- Appendix A - Disadvantaged Communities Offer Form (XLSB)
- Appendix B - Supplemental Project Information (DOCX)
- Appendix C - Site Control Questionnaire and Attestation (DOCX)
- Appendix D - DAC Power Purchase Agreement (DOCX)
- Appendix E - Acknowledgement and Commitment Site Owner (DOCX)
- Appendix F - FERC Order 717 Waiver (DOCX)
- Appendix G - DAC Demonstration of Developer Experience (PDF)
- Appendix H - Safety Review Questionnaire (XLSX)
- Appendix I - CS-GT Workforce Development Plan Attestation (PDF)
- Appendix J - CS-GT Workforce Development Affidavit (PDF)
- Appendix K - CS-GT Workforce Development Affidavit Trainee Log (XLSX)

- CS-GT Sponsorship Requirement and Resources ∨

- Customer Population Analysis ∨

- Participants' Webinar ∨

- Power Advocate Registration Information ∨

- Distribution and Transmission Interconnection Information ∨



Webinar Overview

- This presentation is intended to be a summary level discussion of the information and requirements established in the RFO materials (it does not include all detailed information in the RFO materials).
- To the extent that there are any inconsistencies between the information provided in this presentation and the requirements in the RFO materials, the **RFO materials shall govern.**
- PG&E encourages participants to carefully review:
 - Winter 2023 DAC Protocol
 - DAC Power Purchase Agreement (PPA)
 - Applicable CPUC Decisions (linked on websites)
 - Monitor the Q&A link on PG&E’s Disadvantaged Communities RFO website
- Given that the **Power Purchase Agreement is non-negotiable**, PG&E urges participants to **submit clarifying questions** regarding the PPA **prior to submittal of an offer** under this RFO.



Public Disclosure of Information

- By participating in this DAC RFO, each Participant acknowledges and expressly authorizes PG&E to publicly disclose the following information as required by the CPUC – further outlined in the PPA:
 - Names of the companies that submitted Offers into PG&E’s RFO
 - Number of Offers received from each company
 - Number of Offers received and selected by PG&E
 - Project Size
 - Participating technologies
 - Location of bids by county; and
 - Progression of each executed contract’s project development milestones
- PG&E will provide periodic updates to the CPUC on each project’s progress toward the achievement of project development milestones.



DAC Solicitation Schedule

Date/Time	Event
December 22, 2023	Solicitation launched
January 11, 2024	Participants Webinar
January 31st, 2024 by 1:00 P.M. PPT	Deadline for Participants to submit Offers through Power Advocate
February 29, 2024	PG&E notifies selected Participants and any waitlisted Participants
March 7, 2024	Submittal of Signed PPA. Participants that wish to continue participation in PG&E's RFO must return a signed PPA and required documentation
April 2024	Target timeframe of Execution of final Agreements
May 2024	Target Advice Letter filing date for CPUC approval

PG&E reserves the right to change the dates above for any reason.

Disadvantaged Communities (DAC) Program Overview



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Disadvantaged Communities Programs

In June 2018, CPUC issued [D. 18-06-027](#) to implement Assembly Bill 327, which directed the IOUs to procure under two new programs designed to promote the installation of renewable generation in Disadvantaged Communities (DACs) :

	Disadvantaged Community Green Tariff (DAC-GT)	Community Solar Green Tariff (CSGT)
Concept	Offers a 20% bill credit to CARE/FERA-eligible residential customers to obtain 100% solar power through PG&E from a pool of solar resources anywhere in PG&E's service territory.	Offers a 20% bill credit to residential customers to participate in a single IFM (in front of the meter) local project
Program Cap	52.32 MWs	14.2 MWs
Winter 2023 Solicitation Target	0 MWs	2.2 MWs



Eligible Communities for DAC-GT and CS-GT

- Includes:
 1. Disadvantaged communities (DACs)
 2. Tribal lands
 3. San Joaquin Valley pilot communities
- DACs are communities who are exposed to the highest amount of negative socioeconomic and environmental pollution factors as defined by the state's CalEnviroScreen analyses.
- DACs are census tracts in the top 25% of the [CalEnviroScreen 4.0](#) and [CalEnviroScreen 3.0](#) reports, and include tracts in the top 5% of CalEnviroScreen's Pollution Burden that do not have an overall CalEnviroScreen score because of unrealistic socioeconomic or health data.

Please see the Winter 2023 DAC RFO Protocol for more detail on all 3 locations.

Eligibility Requirements



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DAC RFO Eligibility Requirements (1/3)*

	CS-GT
Technology	Solar Photovoltaic (PV)**
Size	≤ 2.2 MW
Location	<ul style="list-style-type: none">• Located in PG&E's Service Territory• Must be in a DAC (within the top 25% overall or top 5% of pollution burden census tracts, as defined by CalEnviroscreen 4.0 and 3.0)• May also be in an eligible PG&E San Joaquin Valley pilot communities or on Tribal Land, <u>even if the SJV community or Tribal Land is not in a DAC</u>• Customers can enroll in these projects as long as they are in a census tract that is within 5 miles of the project location, or within 40 miles of a San Joaquin Valley pilot Community***
Vintage	New projects only

*Please see the Winter 2023 DAC RFO Protocol for more detail on program eligibility requirements.

**Solar PV Projects paired with energy storage are not eligible.

***San Joaquin Valley communities in PG&E's service territory include Allensworth, Alpaugh, Cantua Creek, Fairmead, Lanare, Le Grand, Seville, and La Vina.



DAC RFO Eligibility Requirements (2/3)*

	CS-GT
Interconnection	<ul style="list-style-type: none">• Connected to PG&E’s Distribution or Transmission System• Must provide evidence of formal communication that the interconnection request submitted to the interconnection process has been deemed complete by CAISO and/or distribution provider
Deliverability	Full Capacity Deliverability Status, Partial Capacity Deliverability Status, or Energy Only
COD	36 months after Effective Date
Delivery Term	10, 15, or 20 years
Transaction	Full Buy/Sell Only.
Site Control	Applicant must have Site Control for the Project, and submit signed attestation and map showing the boundary of the Site for which the Applicant has control. See the Site Control Questionnaire and Attestation form (Appendix C), which also includes examples of Site Control.

*Please see the Winter 2023 DAC RFO Protocol for more detail on program eligibility requirements



DAC RFO Eligibility Requirements (3/3)*

	CS-GT
Developer Experience	<p>At least one member of the participant’s project development team must have completed at a minimum one other in front-of-the-meter Solar PV and with a similar capacity as the project submitted.</p> <ul style="list-style-type: none">- A project less than one (1) MW will be deemed to be similar capacity to a Project with a Contract Capacity of up to one (1) MW.- A project between one (1) MW to three (3) MW, inclusive, will be deemed to be a similar capacity to a Project with a Contract Capacity of up to three (3) MW.- For projects larger than three (3) MWs, a project with a capacity of 50% of the Project will be deemed to be similar capacity <p>Specifics must be outlined in the Demonstration of Developer Experience form (Appendix G) and submitted with the Offer.</p>

*Please see the Winter 2023 DAC RFO Protocol for more detail on program eligibility requirements



CS-GT Specific Requirements*

Sponsor Letter of Commitment

- **Developers must provide a letter of commitment that includes each item listed below:**
 - Demonstration of substantial interest of community members in subscribing to project
 - Estimated number of subscribers, with justification to ensure project sized to likely demand
 - A preliminary plan to conduct outreach and recruit subscribers (which may be conducted in conjunction with the developer and/or the utility)
 - Siting preferences, including community-suggested host sites, and verification that the site chosen for the bid is consistent with community preference

Workforce Development Plan Attestation (Appendix I)

- **Developers must submit an attestation that includes the following:**
 - Description of how the participant plans to utilize local workforce development and job training
 - Preliminary plans through the development and construction phase of each project, including sponsor efforts and involvement

Workforce Development Plan Affidavit (Appendix J)

- **Developers must submit an affidavit** in which participant agrees to Local Green Saver Program (PG&E's name for CS-GT) rules and workforce development guidelines about workforce development job training and job requirements.

Workforce Development Trainee Log (Appendix K)

- **If a Project is selected, a project must submit a trainee log** that identifies the names of the eligible job training program and job trainee(s) used for each CS-GT project installation, types of jobs completed, and hours worked.

*Please see the Winter 2023 DAC RFO Protocol for more detail on program eligibility requirements

Power Purchase Agreement (PPA) Overview



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PPA Overview

- Power Purchase Agreement (PPA) is available on the Power Advocate platform as Appendix D.
- Terms and conditions are non-negotiable.
- **Please review the PPA for full terms and conditions.**



PPA: DAC Overview

Contract Commencement

- Commercial Operation must be within 36-months of the Effective Date; a 6-month Permitted Extension may be made

Product

- Sellers must deliver all Product to PG&E. “Product” means:
 - All electric energy produced by or associated with the Generating Facility net of Station Use and;
 - All renewable attributes, Renewable Energy Credits, Capacity Attributes and Green Attributes produced by or associated with the generating facility.



PPA: Standard Terms Overview

Conditions Precedent

- The Effective Date is the date on which all of the Conditions Precedent have been satisfied. See Section 2.5(a) of the PPA for a full list of the Conditions Precedent. This includes providing the following documentation prior to execution (outlined in Appendix VIII of the PPA):
 - Articles of Incorporation
 - Certificate signed by an Officer of the Seller
 - Certificate showing Seller is duly organized and in good standing
 - Evidence of site control
 - Evidence of CEC certification
 - Certificate from Chief Financial Officer with financial statements
 - An executed Letter of Concurrence (see Appendix XI of the PPA)



PPA: Standard Terms Overview

Security Requirements and Performance Assurance

- Project Development Security
 - 3 MW or less = \$20/kW x Contract Capacity of the Project
- Delivery Term Security
 - 3 MW or less = \$20/kW x Contract Capacity of the Project

Green-e[®] Energy Certification

- Facilities must be in compliance with the [Green-e[®] Energy National Standard](#). Projects that are awarded a PPA must provide a Green-e Energy Tracking Attestation prior to achieving commercial operation and updates as required.



PPA: Standard Terms Overview

Delivery Shortfalls

- Sellers must agree to deliver a minimum quantity of Energy (Guaranteed Energy Production or GEP):
 - 160% of the average Contract Quantities over 2 years
 - Contract Quantity is the estimated amount of MWhs of Energy that the Project will generate on an annual basis. If Seller fails to meet GEP, then Seller may be required to pay PG&E liquidated damages. If Seller repeatedly fails to meet GEP then PG&E may default the Seller and terminate the PPA.

Curtailement

- Seller must curtail energy deliveries in response to curtailment requests from CAISO, PTO or Buyer. **Review the PPA carefully** to better understand what circumstances Seller will or will not be reimbursed for curtailed energy deliveries.
- PG&E has the right to require the Seller to curtail energy deliveries during the Buyer Curtailment Period for unlimited hours per year and PG&E will pay for such curtailed energy at the Contract Price.
- Seller is required to respond to electronic signals from PG&E or the CAISO to curtail.

DAC Offer Submittal Process and Offer Form



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Offer Submittal

- **Offers must be submitted via the online platform at Power Advocate. Only accepted registrants are permitted to submit offers.**
 - Register through Power Advocate at:
<https://www.poweradvocate.com/pR.do?okey=216107&pubEvent=true>
 - PG&E encourages you to register as soon as you can to access solicitation documents and pose questions in order to receive a timely response. PG&E will only consider offers that, as of the submittal deadline, are complete and conforming offers.
 - Only correction of clear administrative errors will be allowable to this Offer Form after it is submitted.
 - PG&E reserves the right to reject an offer if the Offer Form has a substantial number of errors.
- By submitting an offer into this RFO, each Participant is required to abide by the confidentiality obligations specified in Section IX of the DAC Protocol.



DAC Required Offer Submission Forms

Offer package must be in the format as specified in the DAC Protocol.

Fully Completed Offer includes:

Appendix A - Offer Form	MS Excel
Appendix B – Supplemental Project Information	MS Word or PDF
Appendix C – Site Control Questionnaire and Attestation	PDF and applicable GIS data file format
Appendix D – Power Purchase Agreement	MS Word
Appendix E – Acknowledgement and Commitment of Site Owner Letter	PDF
Appendix F – FERC 717 Waiver	PDF
Appendix G – Demonstration of Developer Experience	PDF
Appendix H – Safety Review Questionnaire	MS Excel
Appendix I – Workforce Development Plan Attestation	PDF
Appendix J – Workforce Development Affidavit	PDF
Sponsor Letter of Commitment	PDF

Note: PG&E will review and ensure the PPA Cover Sheet and required Appendix XIII are complete and meet the terms of the PPA during the bid evaluation process. Incomplete documentation will require additional communication to resolve any issues.



Key to Successful Proposal

- Sellers may choose the option to bid a single project with up to six (6) variations. Variations include:
 - Size
 - Delivery Term
 - Fixed Price vs. Escalating Price
 - Full (or Partial) Capacity Deliverability Status vs. Energy Only
- Submit a competitively priced Offer – **Price refreshes are not allowed.**



Offer Form Structure

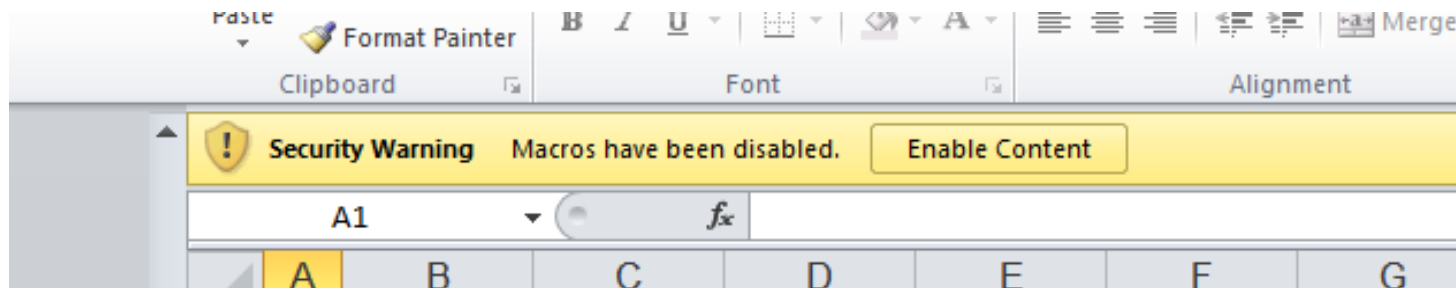
Offer Form Tabs

- Instructions
- Offer Information
- File Name
- Estimated Energy Production Profile



Offer Form – Instructions

- Be sure to ENABLE MACROS when opening the Offer Form.



- The instruction tab provides clear directions on completing the Offer Form.
- Please make sure you save and submit the form in Microsoft Excel “.xlsb” format. **No other formats will be accepted.**



Offer Form – Instructions

- On the Offer Info tab, each cell with an orange background **must** be filled out. Once completed the background color will change to green.
- Grayed out cells will change to “orange” depending on prior cell selections (*ex. If a Delivery Term of 10 years is selected, the Contract Price and Quantity Years of 1 – 10 will appear orange and the Years from 11 – 20 will remain gray.*

Example: Contract Price

CONTRACT PRICE AND DELIVERY TERMS	
Seller shall select one of the following Delivery Terms	10
Fixed or Variable Pricing?	Fixed
CONTRACT PRICE	
Contract Price Year 1	
Contract Price Year 2	
Contract Price Year 3	
Contract Price Year 4	
Contract Price Year 5	
Contract Price Year 6	
Contract Price Year 7	
Contract Price Year 8	
Contract Price Year 9	
Contract Price Year 10	
Contract Price Year 11	
Contract Price Year 12	
Contract Price Year 13	
Contract Price Year 14	
Contract Price Year 15	
Contract Price Year 16	
Contract Price Year 17	
Contract Price Year 18	
Contract Price Year 19	
Contract Price Year 20	



Offer Form – Multiple Variants

- If you would like to submit an Offer Variant, click the “Add Variant” button on the OfferInfo tab.
- A new column will appear to the right of “Var_A” for the new Variant.
- Fields that cannot be changed will be gray and auto populate with values from “Var_A”
- Orange cells will indicate fields that can be modified as a part of the Offer Variant.
- On the GenProfile tab, a new Gen Profile table will also appear below the Variant A’s Generation Profile.
- If you would like to delete the variant, toggle the “Yes” cell to “No” and PG&E will not review. Do not delete this column.
- A maximum of six (6) variants can be submitted.

Add Variant

Will auto-populate when file name created	
Var_A	Var_B
	Yes
Winter 2023 DAC RFO	Winter 2023 DAC RFO



Offer Form – File Name


This offer form will not be accepted if the steps outlined below have not been followed!

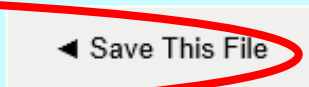
A new File Name must be generated via the steps below for your offer.

These steps will create a unique, correctly formatted name that must be given to this offer form file before it is submitted.

When you are ready to submit this form...

1) Click this button 

2) This text  is the required name for this file. Click the Save File button to complete.



3) Once you have named this offer form via the steps above and submitted this form to PG&E keep it unchanged in a secure location where you can refer to it should PG&E have questions. If a PG&E representative contacts you regarding this offer form they will reference the file name.

These instructions must be exercised just prior to actual submission of the form. The file name composed above must be created after you have finalized the rest of the form.

Participants are required to generate a new file name if requested by PG&E to resubmit the offer form for any reason.

Intermission

Email Questions to:

DACProcurement@pge.com



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Q & A



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Thank You



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