

2018 Oakland Clean Energy Initiative RFO

**PARTICIPANTS' CONFERENCE &
WEBINAR**

May 9, 2018

Agenda

Topics

Introduction

Solicitation Overview

PG&E Utility-Ownership EPC Agreement

PG&E Energy Efficiency Agreement

PG&E Market Resources Agreement

EBCE Market Resources Agreement

EBCE Evaluation Methodology

Offer Submittal Process

Intermission

Q & A

Presenter

Michael Puckett & Howard Chang

Sandy Burns

Anthony Petti

Matt Braunwarth

Andrew Lee

Howard Chang

Howard Chang

Denise Lee

Q&A / List of Attendees / Audio Replay

- **PG&E/EBCE will not take questions during the presentation. Please save all questions for the Q&A session.**
- **Participants may ask questions in the following ways:**
 - **E-mail questions to OCEI_RFO@pge.com**
 - **Write down questions on the provided index cards**
 - **Ask a question live**
- **PG&E/EBCE might not address all questions during the Q&A portion**
- **After the conference, PG&E will compile and post a Q&A document on PG&E's OCEI RFO website, accessed via www.pge.com/ocei/rfo**
- **PG&E will post a list of attendees on PG&E's website. If you do not want your name or the name of your company published, please let us know by sending an email to OCEI_RFO@pge.com by May 10th at 5pm PPT.**
- **PG&E plans to post an audio recording of the presentation on the RFO website (listed above)**

East Bay Community Energy (EBCE) Introduction

- Community Choice Aggregator (CCA) public not-for-profit agency formed by a Joint Power Authority between the County of Alameda and 11 of its cities (Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Oakland, Piedmont, San Leandro, and Union City) to supply energy to customers within these jurisdictions
- Will begin serving customer load on June 1, 2018
- Approximately 600,000 customer accounts
- Will be the largest CCA within PG&E's service territory
- EBCE is committed to supporting greenhouse gas reductions and enhanced renewables, investing in the local community, and keeping customer rates affordable
- While EBCE will supply the energy, PG&E will continue to provide electric transmission and distribution services for EBCE's customers

Oakland Clean Energy Initiative Background

Oakland Dynegy Power Plant is approaching retirement age

- **Began commercial operations in 1978**
- **Operates under a Reliability Must Run (RMR) Contract with the California Independent System Operator**

In the 2015-2016 Transmission Planning Cycle, CAISO identified the retirement of the Oakland Power Plant as a long-term reliability concern for the East Bay Area

PG&E submitted an Oakland Reliability Proposal to CAISO in Sept 2017, which was approved in March 2018



Solution Alternatives

Solution Description

Considerations

Status Quo



- Continue to rely on the existing plant or repower the plant with new gas turbines

- Power plant nearing retirement age
- Risk of catastrophic failure
- Local air quality concerns

New Transmission



- New 115kV or 230 kV transmission line

- New underground (5-6 miles) and overhead (3-4 miles) transmission
- Multi-year effort that would require digging through downtown Oakland

OCEI



- A portfolio of traditional utility investments & operational solutions, FTM Energy Storage, and additional procured DERs

- Clean and innovative solution
- Potentially most cost effective
- CAISO preferred approach

Solicitation Overview

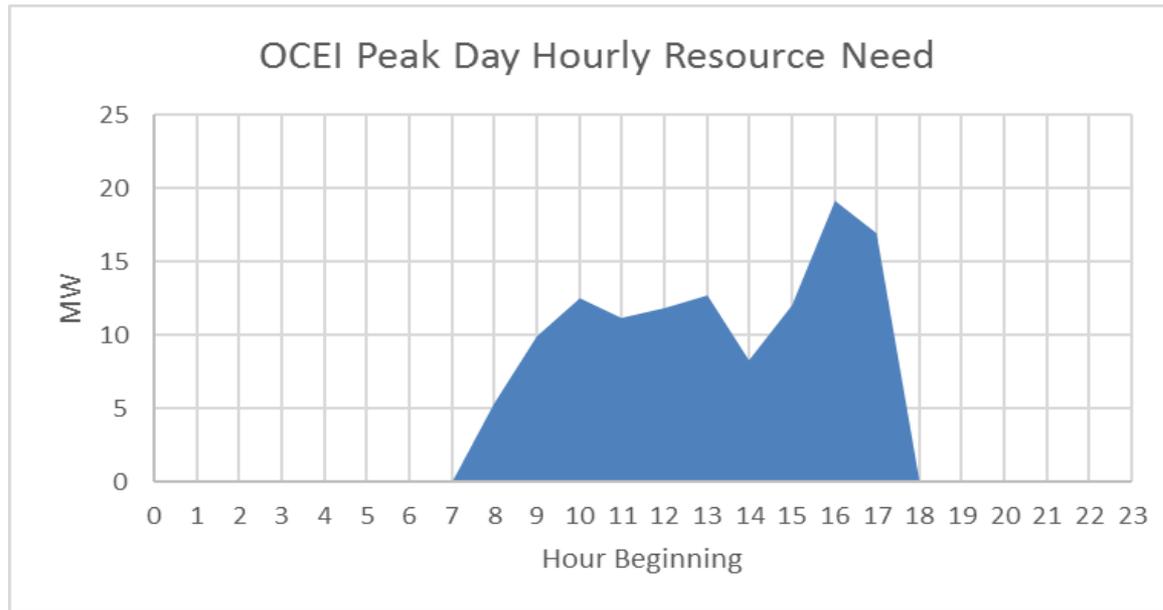
Disclaimers

- This presentation is intended to provide a summary level discussion of the information and requirements established in the RFO materials
- Participants should carefully review the OCEI Solicitation Protocol and all RFO materials, available on PG&E's website: www.pge.com/rfo/ocei
- 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 published on PG&E's website shall govern

Independent Evaluator (“IE”)

- **Primary role of the IE is to:**
 - **Monitor PG&E RFO processes to ensure fair and equal treatment of all Participants**
 - **Monitor evaluation processes to ensure PG&E has implemented methodology as described and that offers are treated consistently**
 - **Report on RFO and proposed PG&E transactions to CPUC when filed for CPUC approval**
- **The IE performs an independent review of all offers to PG&E**
- **The IE may review all proposal data and monitor all PG&E negotiations of Agreements**
- **IE for the OCEI RFO is Jonathan Jacobs of PA Consulting**
 - **Copy Jonathan Jacobs on all correspondence at jonathan.jacobs@paconsulting.com**

Overview of OCEI Need After Substation Upgrades



Summary of Resource Need

Hour Beginning	8	9	10	11	12	13	14	15	16	17
Peak Day Resource Need (MW)	5.3	9.9	12.5	11.2	11.9	12.8	8.3	12.0	19.2	16.9

Solicitation Overview

- **PG&E and East Bay Community Energy are collaborating for this solicitation**
 - PG&E is procuring for the OCEI Need
 - EBCE is procuring for market products
- **Resource types to be procured by PG&E only:**
 - Utility-owned energy storage, dedicated to transmission
 - Energy efficiency
- **Resource types to be procured by PG&E and/or EBCE:**
 - Market-participating energy storage and renewable generation
- **Procurement for OCEI Need must include at least 10 MW / 40 MWh of Utility-owned energy storage, dedicated to transmission**
 - Remaining OCEI Need met with a combination of incremental utility-owned storage, energy efficiency, market-participating energy storage and renewable generation

Eligibility Requirements: All Resource Types

- **Projects must be new or incremental to existing installations**
- **Projects must be online by February 1, 2022**
- **Delivery term will be 10 years (EBCE offers may be longer)**
- **Projects must connect or be associated with load facilities connected to one of the following substations:**
 - **Oakland C**
 - **Oakland L**
 - **Maritime Port of Oakland**
 - **Schnitzer Steel**
- **No minimum interconnection study or site control requirements**

Solicitation Process

- All offers for both PG&E and EBCE are submitted to PG&E via Power Advocate
- PG&E and EBCE will perform separate, independent evaluations for their different procurements
- PG&E will construct least-cost, best-fit portfolios to solve the OCEI Need based on:
 - Quantitative costs for each offer
 - Qualitative criteria, including project viability, technology, counterparty concentration, and safety

RFO Schedule

Milestone	Target Dates
Issue RFO	April 13, 2018
Offers Due	June 15, 2018
Shortlist	September 14, 2018
Shortlist Acceptance	September 21, 2018
Deadline to submit PG&E Shortlist Deposit	September 28, 2018
Negotiations	Begin October 2018
Contract Execution	Q4 2018
Application Filing	Q1 2019

Utility-Owned Energy Storage

Utility Owned Energy Storage Overview

- **PG&E is seeking a minimum of 10 MW / 40 MWh and a maximum of 20 MW / 120 MWh of utility-owned storage to act as a dedicated transmission asset**
- **Two Project sites: PG&E's Oakland C and/or Oakland L substations**
- **At a minimum, Participants must offer at least 5 MW / 20 MWh**
 - **Participants may offer up to 20 MW / 120 MWh at any single site**
 - **Participants may provide offers for one or both sites**
- **PG&E will be responsible for obtaining the interconnection, building interconnection facilities, and discretionary permitting**
- **Operating requirements: resource is not expected to perform more than one duty cycle per day and no more than 50 duty cycles per year**

Utility-Owned Energy Storage EPC Project at Oakland C and Oakland L Substations



- Participants toured both eligible utility ownership sites on 5/3
 - Oakland L – 21st Street
 - Oakland C – Corner of 2nd and MLK Jr. Way
- Facilities will be constructed entirely within the existing substation footprints, within specific areas delineated by PG&E

Oakland C and Oakland L EPC: Supplemental Info

After participants sign a confidentiality agreement, PG&E will provide the following via Power Advocate:

- EPC and LTPMA agreement term sheets
- Geotech, surveying and existing site drawings
 - *If an EPC and LTPMA agreement at Oakland L is executed, PG&E will provide an updated Geotech analysis for the project*
- Key PG&E Standard documents to guide design development
- Project scope documents, including a detailed division of responsibilities matrix, a PG&E Qualified Supplier List and typical PG&E switchgear drawings
- Site photos, videos, and Q&A

EPC & LTPMA Agreement

- **Key Engineering Procurement and Construction (EPC) Terms:**
 - Vendor Scope of work
 - Vendor permits
 - Critical Milestones and delay damages
 - Typical duty cycle
 - Credit Support
 - Minimum performance guarantees and price adjustments
 - Insurance limits
- **Key Long Term Performance and Maintenance Agreement (LTPMA) Terms:**
 - 10 year term
 - Performance guarantees
 - Availability guarantees
 - Maintenance services
 - Warranties
 - Credit support
 - Insurance

Energy Efficiency

Energy Efficiency Overview (1/3)

- **PG&E is seeking energy efficiency projects only from customers who receive transmission and distribution service from PG&E and are connected to the eligible substations**
- **Minimum offer size:**
 - **500 MWh per year**
 - **Multiple resources may be aggregated to meet the minimum offer size**
- **All eligible measures must provide a minimum of 10 years of savings based on the Effective Useful Life (EUL), with measured savings through January 31, 2032**
- **Participants must provide an energy savings profile depicting the timing of anticipated energy savings in kWh, as well as evidence to support the energy savings**
- **Participants must submit a measurement and verification plan suitable for assessing the proposed program performance including a description of the methodology to establish a baseline and savings measurements**

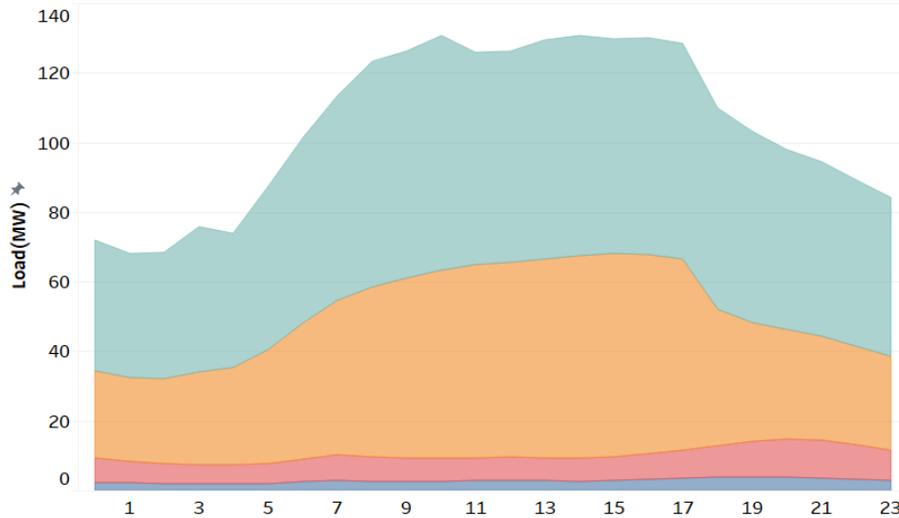
Energy Efficiency Overview (2/3)

- **PG&E has defined customer segments that will be considered fully incremental in this Solicitation**
 - **Commercial Office Buildings (corresponding to NAICS Codes 5000, 8000, 90000)**
 - **Residential Low/Middle Income**
- **Participants may propose other programs outside of the defined customer segments but they must be incremental to PG&E's existing energy efficiency portfolio to be considered eligible**
- **Participants may utilize incentives from other programs, including PG&E programs, provided that the Participant is able to verify and PG&E confirms that the projects are incremental as defined in the RFO Protocol.**

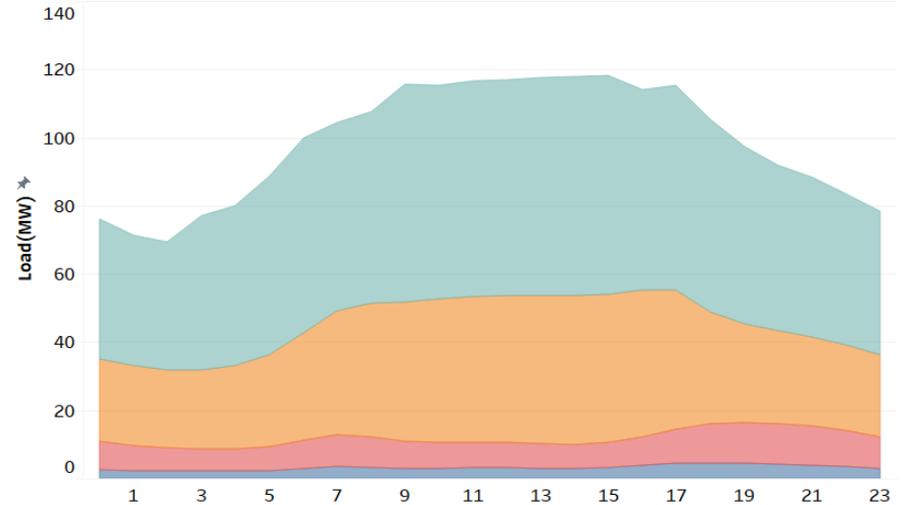
Energy Efficiency Overview (3/3)

Customer Segment	Category	Customer Count	Summer Peak [MW]	Winter Peak [MW]
Residential	CARE	6,348	3	3
	Non-Care	15,459	7	8
Commercial and Industrial	Office Buildings	2,057	58	43
	Other C&I	2,261	63	64

Summer Peak Load Day - September 2015



Winter Peak Load Day - December 2015



Cust Type

- Other C&I
- Finance
- Non-Care
- CARE

Energy Efficiency Customer Acquisition Support

- Participants may select customer acquisition support for co-branding, marketing and outreach, and/or data access

Co-Branding / Use of Logo	Marketing & Outreach	Data Access
<ul style="list-style-type: none"> • Participant Only • Participant-Lead • PG&E-Lead • PG&E Only 	<ul style="list-style-type: none"> • Customer Outreach • Customer Retention • Customer Targeting • Customer Research 	<ul style="list-style-type: none"> • Service Point (SP) Address • SP Rate Schedule • SP Hourly Load

- Participants must provide marketing plan and description of PG&E's expected role
- Offers should reflect the value of customer acquisition support
- The use of PG&E customer support services is not a requirement for an Offer
- Services under all support options will not begin until execution of an Agreement

Energy Efficiency Agreement (1/2)

- **Offers will be considered under an OCEI Energy Efficiency agreement**
- **3% Performance Assurance deposit**
- **Participants can utilize multiple energy savings platforms for compensation**
 - **Program Implementation – Time & Materials**
 - **Deemed**
 - **Milestone payments at 50%, 75%, and 100% of savings goal**
 - **Initial milestones based on verified installations with 35% performance holdback**
 - **Final milestone based on post-install M&V assessment**

Energy Efficiency Agreement (2/2)

- **Participants can utilize multiple energy savings platforms for compensation (continued)**
 - **Custom**
 - **Payments are on a per-project basis**
 - **Initial payment of 35% upon customer commitment to project**
 - **Final milestone based on post-install M&V assessment**
 - **Meter-based**
 - **Payments based upon verified and delivered energy savings**
 - **Payments made at the end of 2 measurement intervals**

Market Participating Resources

Overview

- **PG&E and EBCE are seeking offers from CAISO market participating energy storage and renewable generation resources**
- **Participants may submit offers to (1) PG&E only, (2) EBCE only, or (3) both PG&E and EBCE, contingent on both parties accepting the respective offers**

Resource type	PG&E only	EBCE only	Contingent
Renewable generation	Yes	Yes	Yes
IFM energy storage	Yes	Yes	Yes
BTM energy storage	No	Yes	Yes

- **PG&E and EBCE will negotiate agreements independently of each other**

PG&E requirements

- **Minimum Project size:**
 - 500 kW
 - Offers may aggregate multiple resources of the same technology to meet the minimum size
- **Offers must be in 500 kW increments**
- **Maximum Project size:**
 - Energy storage: 80 MWh
 - Renewable generation: 20 MW
- **Offers will be considered under a PG&E OCEI Market Resources Agreement**

PG&E OCEI Market Resources Agreement: Overview (1/2)

- **Projects must be a CAISO resource**
 - **Seller must install all metering and telemetry necessary to deliver energy to the CAISO grid**
- **Seller will have the exclusive right to schedule, bid, and dispatch the Project**
- **Seller must commit to meeting major project development milestones to ensure the project is on track for operations, with failure to meet such dates potentially leading to an event of default**
- **Seller must provide a cost cap for electric system upgrades that are or may become reimbursable by the CAISO or PTO, above which Buyer has the right to terminate**

PG&E OCEI Market Resources Agreement: Overview (2/2)

- **Projects must demonstrate that during a month, (1) they are operating at minimum levels on a frequent basis, and (2) they can operate at their full capacity at least once per month**
 - **Renewable generation: Generate > 0 MWh at least 80% of the days in a month and at peak capacity at least once a month**
 - **Energy storage: Discharge equivalent to 4 full cycles in a month and at peak capacity at least once a month**
- **Failure to meet above performance requirements will result in a reduction in payments and may lead to event of default**

EBCE Requirements

- **EBCE is seeking proposals for energy, RA, and RECs from energy storage and renewable generation sources**
- **Maximum Project size:**
 - **Energy storage: 40 MW**
 - **Renewable generation: 40 MW / 150,000 MWh**
- **Delivery Term: 10, 15, or 20 years from the online date**
- **All projects must be must be eligible CAISO market participating resources.**
- **Resource Adequacy (“RA”) must meet the applicable CPUC requirements for duration and CAISO requirements for deliverability, as well as any other requirements that will enable EBCE to receive all of the RA benefits associated with the project.**
- **Offers will be considered under a EBCE OCEI Market Resources Agreement**

EBCE Market Resources Agreement Overview

- **Renewable energy credits must qualify as Portfolio Content Category 1**
- **Scheduling Coordination: For RPS energy, EBCE will provide scheduling coordination services unless otherwise specified and negotiated by the Seller to provide those services. For RA-only, Seller will provide SC**
- **Curtailment: Terms may be negotiated upon review of proposals**
 - **EBCE will not be obligated to pay for reliability-based curtailment**
 - **EBCE will be obligated to pay the full Contract Price for economic curtailment up to the maximum Annual Expected Output**
- **Energy delivered in excess of the maximum Annual Expected Output will be set at the lesser of the Applicable LMP or 75% of the Contract Price**
- **Performance Assurance: Upon execution of a PPA contract EBCE will require Seller to post security in the form of cash or LC in an amount equal to \$40/kW of the project's capacity**
- **Must abide by any local workforce standards provided and specified by the Seller as part of the proposal and evaluation**

EBCE Evaluation Criteria

- **EBCE's goals in this RFO:**
 - **Support long-term low and stable operating costs,**
 - **Increase the carbon-free energy content of its wholesale electricity portfolio, and**
 - **Support local deployment of preferred resources**
- **Evaluation will be based on:**
 - **Alignment to the above stated goals**
 - **Project economics and performance risks**
 - **Project development and delivery risks**
- **Offers will be evaluated based on factors that include: offer term, technology, energy source, location, delivery point, timeline, environmental benefits, Participant's experience, public credit rating, financial stability, extent of off-balance sheet financing, product price and terms, delivery, service levels, use of local labor, use of Union labor, and other relevant criteria**

EBCE Evaluation Criteria (Workforce Preferences)

- **EBCE is committed to creating quantifiable economic benefits for Alameda County by 1) utilizing a stable and skilled workforce, 2) contributing to local workforce development, 3) creating opportunities for disadvantaged workers, and 4) supporting union jobs in Alameda County**
- **Offers must describe how the Participant intends to utilize local workforce resource and labor, suppliers or other services specific to Alameda County, California during the construction and operational phases of the projects**
 - **Local Prevailing Wage Jobs**
 - **Union Jobs**
 - **Stable and Skilled Workforce and Local Workforce Development**
 - **Opportunities for Disadvantaged Workers**

Offer Submittal Process

Website and Communications

- The OCEI RFO website (www.pge.com/rfo/ocei) includes everything you need to submit for an offer, including but not limited to:
 - RFO documents
 - Detailed instructions for submitting offer(s) through Power Advocate
 - Announcements, updates, and Q&A
- All communications should be directed to: OCEI_RFO@pge.com, with a copy to the Independent Evaluator at jonathan.jacobs@paconsulting.com

Offer Submittal Process – Power Advocate

- Offers must be submitted via the online platform Power Advocate.
 - In order to submit an Offer, participants *must first pre-register* with Power Advocate. The links can be found on the OCEI RFO website.
 - PG&E strongly encourages you to register well in advance of Offer due dates.
- Detailed instructions for submitting offer(s) and using Power Advocate are available on PG&E’s website www.pge.com/rfo/ocei
- **IMPORTANT:** Two separate Power Advocate links
 - One for third-party owned projects offers
 - <https://www.poweradvocate.com/pR.do?okey=78749&pubEvent=true>
 - One for utility-owned projects offers
 - <https://www.poweradvocate.com/pR.do?okey=78750&pubEvent=true>

Offer Submittal Process

- All Offers must be submitted to PG&E, including offers to EBCE
 - PG&E will consolidate all Offer information specific to EBCE for EBCE’s independent evaluation
- Offers must be received by PG&E through Power Advocate by the deadline – June 15, 2018 by 1:00 PM PPT
- Offer package must contain complete and accurate information
- Offer package must contain all required information, and must be organized as described in the Solicitation Protocol Section VI.D, Required Information.
- Failure to respond to inquiries by PG&E regarding incomplete or incorrect information could result in disqualification for the RFO
- By submitting an Offer in this RFO, each Participant is required to abide by the applicable confidentiality obligations specified in the Solicitation Protocol and by selecting “Yes” in the Acknowledgements and Authorizations section of the Participant Information tab of the Offer Form.
- For EBCE Only: Participants must list components of Offer Form (Appendix A) and Supplemental RFO Docs Required for Participation – Market Participating Resources (Appendix B1) that are confidential
- For EE Only: If submitting offer requesting PG&E Customer Acquisition support, you must submit 2 offers total – one with and one without Customer Acquisition support.
- If Participants have any questions about the forms, they should submit questions to OCEI_RFO@pge.com and cc the IE at jonathan.jacobs@paconsulting.com

Requirements for a Complete Offer

Complete Offer Package (by June 15, 2018 by 1:00 PM PPT)

- **Introductory Letter**
- **Appendix A: Offer Form (excel)**
- **Appendix B1: Supplemental RFO Docs Required for Participation – Market Participating Resources**
- **Appendix B2: Supplemental RFO Docs Required for Participation – Energy Efficiency Resources**
- **Appendix B3: Supplemental RFO Docs Required for Participation – Utility Owned Storage Resources**
- **Appendix C: FERC 717 Waiver**

Post-Shortlist Requirements

- **Shortlist Offer Deposit**
- **Appendix D: Confidentiality Agreement**
- **Appendix F1 – F4: Redline of relevant Agreement or term sheet**
- **Appendix G1: Letter of Credit (if applicable)**
- **Appendix G2: Request for Taxpayer ID Form (if applicable)**
- **Preliminary Site Safety Plan**

Keys to a Successful Offer

- Expect a strong solicitation response
- Review the materials on our website at www.pge.com/rfo/ocei
- Submit a complete Offer Package by the deadline
 - Eligibility requirements
 - Competitively priced and accurately detailed Offer (containing data consistent with contract fields)
- Respond promptly to inquiries by PG&E regarding your Offer
- If you have any questions, please send all communications to OCEI_RFO@pge.com and cc the IE at jonathan.jacobs@paconsulting.com

Offer Forms – There are three versions

Be sure to use the correct form!

- 1. Utility-Owned Energy Storage (UOES)**
- 2. Energy Efficiency / Renewable Generation (EE/RG)**
- 3. Third Party-Owned Energy Storage**

IMPORANT: Multiple offers require submission of multiple forms.

Offer Forms – Instructions

Each of the three offer forms includes an Instructions tab. Follow the instructions for each form fully. **IF THE INSTRUCTIONS ON THE INSTRUCTIONS TAB ARE NOT FOLLOWED COMPLETELY YOUR OFFER MAY BE REJECTED.**

For all offer forms it is extremely important that you enable macros when opening the Offer Form. This can be done in two ways:

- a. Enable macros on the “Microsoft Excel Security Notice” that is displayed before the form opens...



- b. Enable macros by clicking the “Enable Content” button that is often displayed at the top of the screen when the form first opens:



All required fields on any form you submit must be filled in.

UOES & EE/RG Offer Form – Required Fields

Required fields are highlighted in yellow.

At the top of each tab a count is displayed of the number of required fields that have not yet been correctly populated.



Appendix A - Version 2018.01

Participant Proposal Project Description and Contract Information

There are 26 missing inputs. Please fill in all yellow highlighted cells.

Project Information

Project Name					
Street Address					
Project Location					
City		State	CA	Zip Code	
County					
Latitude		degrees	Longitude		degrees

When all required fields have been populated “Complete” appears at the top of the tab.



Appendix A - Version 2018.01

Participant Proposal Project Description and Contract Information

Complete

UOES & EE/RG Offer Form – Validation

Utility-Owned Energy Storage and Energy Efficiency/Renewable Generation

No data entry required on this tab. This tab shows all of the potential tabs available (although not all tabs will be applicable for every project), and whether all required fields on each tab have been filled in.

Do not submit an offer form until the Validation tab shows COMPLETE for all tabs

This form is complete.

Tab Name	Message
Developer Experience	COMPLETE
Product Description	COMPLETE
Select Interconnection Location	COMPLETE
EBCE Pricing	COMPLETE
Gen Profile	COMPLETE
File Name	COMPLETE

Third Party Owned ES Offer Form – Validation

3rd Party Owned Market Participating Energy Storage

This form is a single column for all data-entry items

Note the following:

All cells marked in orange must be populated. Use "N/A" if not applicable. Cell

PARTICIPANT INFORMATION	
Counterparty/Legal Entity Name	
Street Address	
City	

Example of populated cells. The tab is complete when all cell backgrounds are green.

Authorized Contact #1: First Name	Fred
Last Name	Jones

EE/RG Offer Form Warning: Switching values in the “Resource Offered” section will delete previously entered data.

When any value in the “Resource Offered” section of the EE/RG offer form’s Product Description tab is changed some resource specific tabs will be hidden and ANY previously entered data on those tabs will be cleared.

Resource Offered	
	Note: Changes made in this section will clear previously enter data.
Resource	<Choose>
Product	<Choose>
Contingent EBCE RPS Product	<Choose>

Please save often.

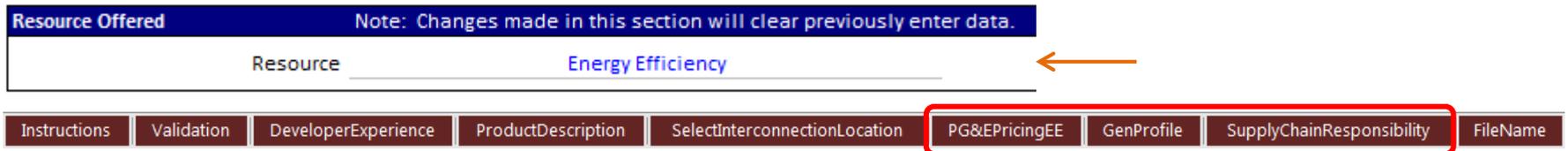
EE/RG Offer Form: Selections in the “Resource Offered” section cause tabs to be displayed or hidden.

Offers To PG&E Only – “Resource Offered” Selections and Tabs Displayed

Resource Offered Note: Changes made in this section will clear previously enter data.

Resource Energy Efficiency

Instructions Validation DeveloperExperience ProductDescription SelectInterconnectionLocation **PG&EPricingEE** GenProfile SupplyChainResponsibility FileName

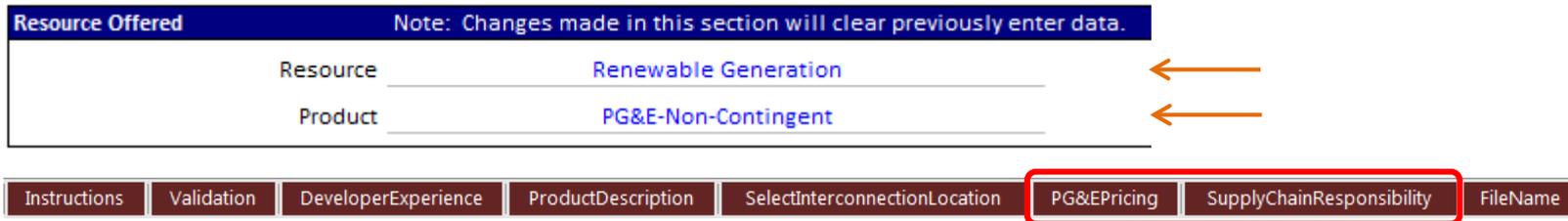


Resource Offered Note: Changes made in this section will clear previously enter data.

Resource Renewable Generation

Product PG&E-Non-Contingent

Instructions Validation DeveloperExperience ProductDescription SelectInterconnectionLocation **PG&EPricing** SupplyChainResponsibility FileName



EE/RG Offer Form: Selections in the “Resource Offered” section cause tabs to be displayed or hidden.

Offers To EBCE Only – “Resource Offered” Selections and Tabs Displayed

Resource Offered Note: Changes made in this section will clear previously enter data.

Resource Renewable Generation ←

Product EBCE Non-Contingent RPS Energy - Energy Only ←

Instructions | Validation | DeveloperExperience | ProductDescription | SelectInterconnectionLocation | **EBCEPricing** | GenProfile | FileName

Resource Offered Note: Changes made in this section will clear previously enter data.

Resource Renewable Generation ←

Product EBCE Non-Contingent RPS Energy - Full Deliverability ←

Instructions | Validation | DeveloperExperience | ProductDescription | SelectInterconnectionLocation | **EBCEPricing** | GenProfile | FileName

EE/RG Offer Form: Selections in the “Resource Offered” section cause tabs to be displayed or hidden.

Offers To PG&E and EBCE – “Resource Offered” Selections and Tabs Displayed

Resource Offered Note: Changes made in this section will clear previously enter data.

Resource	Renewable Generation	←
Product	PG&E/EBCE-Contingent	←
Contingent EBCE RPS Product	EBCE Energy Only	←

Instructions | Validation | DeveloperExperience | ProductDescription | SelectInterconnectionLocation | **PG&EPricing** | **EBCEPricing** | GenProfile | SupplyChainResponsibility | FileName

Resource Offered Note: Changes made in this section will clear previously enter data.

Resource	Renewable Generation	←
Product	PG&E/EBCE-Contingent	←
Contingent EBCE RPS Product	EBCE Full Deliverability	←

Instructions | Validation | DeveloperExperience | ProductDescription | SelectInterconnectionLocation | **PG&EPricing** | **EBCEPricing** | GenProfile | SupplyChainResponsibility | FileName

Same

Third Party Owned ES Offer Form – Pricing

This form is a single column for all data-entry items
Note the following:

Cells formatted with orange text on a grey background are formulas or hard-coded values that cannot be changed.

Delivery Term Start Date	2/1/2022
Delivery Term Length (Years)--PG&E	10

Use buttons to move to additional tabs.

Values entered on additional tabs will fill in the greyed-out cells below the buttons.

PRICING	
	Enter EBCE Prices
	Enter PG&E Prices
EBCE--Year 1 Contract Price (\$ Per KW/year)	
EBCE--Year 2 Contract Price (\$ Per KW/year)	

Third Party Owned ES Offer Form – Pricing

EBCE Pricing Tab:

Click the update button when finished.

Update

Leave blank any years not applicable to your offer

Year	Contract Price (\$/KW year)	Generic Capacity MW MIN	Generic Capacity MW Expected	Generic Capacity MW MAX	FLEX MW MIN	FLEX MW Expected	FLEX MW MAX
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							

Third Party Owned ES Offer Form – Pricing

PG&E Pricing Tab:

Click the update button when finished.

Update ←

Year	Contract Price (\$ / month)	Capacity MW
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

All Offer Forms – File Name Tab

VERY IMPORTANT! FAILURE TO FOLLOW THESE INSTRUCTIONS MAY RESULT IN INVALID OFFER

File Name Generator

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 each offer submitted. If submitting multiple offers, please repeat these steps for each offer submitted.

These steps will create a unique, correctly formatted name that must be given to this offer form file before it is submitted. If you are submitting multiple offers and you employing "Save As" on a form you previously populated to create a new offer it is essential that a new/different file name be generated for each additional offer you create.

When you are ready to submit this form...

1) Click this button ►

2) Copy this text ▼ via the button at right and use it AS IS as the name of the file you submit.

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.

Click this button, press F12, then paste the file name in the Excel File Name field and Save.

Key Takeaway: File Name and Offer ID *MUST* be the same

For a Renewable Generation resource the File Name at left is composed of these elements:

Developer Name
Offer Submitted To:
P = PG&E
E = EBCE
PE = PG&E & EBCE
Resource Selected:
RG = Renewable Generation
Interconnection Location
Project Size Capacity
Offering Code
Date and Time Stamp

Appendix A - Version 2018.01

Key Takeaways

- Offer Form
 - **Fill out the appropriate offer form for your Agreement type**
 - Enable macros in the Excel file.
 - Submit a separate Offer Form for each Offer.
 - Ensure the file name is the same as the pre-populated Offer ID.
 - Be clear about what Offer is submitted with each Excel file (in earlier slides). Use the “Copy to Clipboard” function on the Validation Tab to have consistent file names that match Offer ID.
 - Pay attention to the contract type selected.
 - Pay attention to “Units” i.e. kW vs MW, hours vs minutes
 - Be sure all fields are filled in completely. Check Validation tab to confirm.
 - Data contained in Offer Forms must be consistent with Contract Values
- Power Advocate
 - Try uploading draft files to become familiar with the process and timing.

Intermission

Q & A