

**Pacific Gas and Electric Company**

**Moderator: Denise Lee**  
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OPERATOR: This is Conference #6387147

Operator: Hello and welcome to today's webcast. My name is (Christina) and I will be your event specialist today. All lines have been placed on mute to prevent any background noise. Please note that today's webcast is being recorded.

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If that does not resolve the issue, please click on the support option in the upper right hand corner of your screen for online troubleshooting. It is now my pleasure to turn today's program over to Michael Puckett, project manager. Michael, the floor is yours.

Michael Puckett: Everyone, welcome. Good afternoon. This is the Oakland Clean Energy Initiative Participants Conference and Webinar. I'm Michael Puckett. I'm (in) PGE's Grid Integration and Innovation group. The PG&E project lead for this initiative.

Joining me today, we've got a host of folks in PG&E. We'll introduce them shortly. I hope we got a few folks in the East Bay Community Energy,

including Howard Chang, (Melissa) and (Stephanie). (Stephanie) is (inaudible). And, we'll give (each a) opportunity to introduce themselves in just a little bit.

Before we do, I just wanted to say, our (inaudible) to see this project moving forward to enter in a competitive (flip base) and (phase). This is an initiative that we've been looking at and spending a lot of time working on over the last couple of years.

We think it's a really innovative approach to solving a transmission issue with retiring a possible field plan in the Oakland area. And by utilizing a host of clean energy (refocus), including distributed generation, energy storage and energy efficiency.

It's also a first of its kind and it's a joint (collaboration) between an investor and utility, PG&E, and the community choice aggregator, East Bay Community Energy. And we're really excited to collaborate with each (clients) and keep the project moving forward.

If we go to the next slide. All right, there we go. So today's agenda, we have a lot to get through, we do have two hours, but I'll go really as to answer as many questions as we can to make things as clear for you all as possible. So we want to save as much time for Q&A at the end as we can.

First, Howard and I will be giving a brief intro. Next, we'll turn it over to Sandy Burns within PG&E's procurement team to give an overview of the solicitation. Then (Andrew Eddy) who's in our energy storage team is going to through the utility ownership PCC agreement.

And we've got (Matt Brownwit) who's in our customer entity solutions group going through the PG&E energy efficiency agreement. Followed by – sorry, Andrew Lee who's in our energy procurement team going through the PG&E market resources agreement.

Before we turn it over to Howard to go through the (inaudible) agreement from East Bay's perspective and go through East Bay's evaluation methodology.

Finally, we've got Denise Lee who's in our energy procurement group going through the office submittal process. We'll then break for a quick intermission before we collect questions that we received and then we'll come back and do an extensive Q&A.

Female: We're getting some feedback that's it's a little hard to hear, so (inaudible).

Michael Puckett: OK. Is that any better? Hard to say.

(Inaudible)

Michael Puckett: OK.

Male: We'll speak more directly into the (speaker).

Female: Oh, yes, (inaudible) a little better.

Michael Puckett: A little better, OK. Yes. And we can go to the next slide.

(Inaudible)

Michael Puckett: All right. So I just want to go through some ground rules before we get started. Like I said, we did have a lot of content to get through. We'll be saving questions for the end.

But as questions come to you, there are three ways to submit them. We would recommend submitting them through the e-mail address for this project, which is [ocei\\_rfo@pge.com](mailto:ocei_rfo@pge.com). And that's (suppose) for all questions relating to the RFO, including questions that come up today.

Otherwise, we do have these index cards that we'll be circulating, feel free to come up and grab one and jot a question down. And finally, at the end, we'll (leave) an opportunity for folks to ask questions (why).

We'll try to get through as many as possible, but of course, there may be some questions we don't get around. So, at the end of this, we'll compile the questions, those that we answered and those that we didn't.

And, put a Q&A document up from the RFO website for people to check out. And our RFO website, which I assume you guys all have memorized at this point is, [pge.com/ocei/rfo](http://pge.com/ocei/rfo). Should be the other way around? OK.

Female: Yes.

(Inaudible)

Female: Yes.

Michael Puckett: [Pge.com/rfo/ocei](http://pge.com/rfo/ocei). By the way, we'll also be – we also will be publishing a list of attendees on that website, so if anyone here doesn't want your name or your company's name to be included on that list, please let us know by the end of the day tomorrow, that's 5:00 p.m. Thursday, and we'll remove you, otherwise, that list will go out shortly.

And then finally, we're doing an audio recording and we're also – so we'll make that recording available on the website and we'll also be making the content of today's slides available as well. And with that, I'll hand it over to Howard. So if you would (inaudible).

Howard Chang: (Sure). Thanks, Michael. Appreciate that. I mean, one – couple (logistics) (inaudible), one is, as you're arriving (triangularity), or obviously sign in before leaving.

And then also, we have some handouts of Q&A that East Bay Community Energy responded to. We just post that online at our website and we can get that out to the PG&E website as well. But, because of – it's just getting close to (inaudible), we brought up a few hard copies for people's reference.

We got a lot of information to cover today, so I'll keep my introductory remarks pretty brief. But, I did want to speak a little bit to East Bay Community Energy since we are a new organization. East Bay Community Energy known as EBCE in short, (little comforter).

We formed in December 2016 as a joint power's authority. We're made up of 12 numbers, which include 11 cities, all within Alameda County, along with the 12 number which is the unincorporated area of Alameda County itself.

We're excited to begin service in just under a month, so we'll be beginning providing energy to our municipal and (CNI) customers within our jurisdiction in June. And in November, we'll begin serving our residential segment.

So, at full implementation, we're expecting to do the largest CCA within the PG&E territory. So we're particularly excited to this partnership in this particular solicitation.

You know, we're really founded on three major principles and so that's to help support greenhouse gas reduction and enhance renewable development, investing in our local community and, of course, keeping customer rate affordable.

And I think this is a great example of this solicitation that really helps embody all three of those aspects. As in the case of all, CCA is – we are providing the – East Bay Community Energy is providing the energy but, of course, PG&E will clean the (inaudible) related to transmission and distribution.

So lastly, I'll just reiterate (Mike's) segment for putting up the short of list (inaudible) PG&E team and (agreed) to work with (distance) in many years in the making from their side of things. And we've been engaged with them going on for nine months.

And so it's been a great process for what I believe is the first of its kind solicitation, where we are seeking reliability, energy, RECs, R.A., through those. But it's innovative approach, I think, to the transmission (in these hearings) in downtown local area.

And so we're excited to see the creative solutions that come from this type of solicitation that helps us support cost-effective energy (done) in a sustainable manner. So, with that, I will hand it back over to primary agenda. (Inaudible).

Michael Puckett: All right. So, I want to start just a quick overview of the history behind this project, a little bit of context as to why we're here today. So, the Dynegy Oakland Power Plant is located a few blocks from Jack London Square.

What really (thrives) our initiatives is about plan – approaching retirement age, 40 years old this year. And, it currently operates on the reliability (must front) or an RMI contract with the CAISO.

What that means is that CAISO is directly to statute that power plant based on local reliability needs. And when that time is (higher), and that (probably) is 155 megawatts of capacity, get field bias, when that time requires, then there will be a local capacity shortage in the Oakland area.

Now, CAISO was identified back in the 2015 and 2016 transmission (funding) cycle is capacity issue in the Oakland area. And, that's what kicked off this initiative within PG&E, so look alternative for meeting that transmission reliability need.

We submitted a proposal through the 2017 transmission planning process. So it's submitted in September of 2017, is ultimately accepted by CAISO in March of 2018. And that proposal forms the basis of this Oakland Clean Energy Initiative.

So when we look at meeting as capacity issue in the Oakland area, there were three big buckets of alternatives that were available to us. One was to continue the status quo, so they continue running the plant either as it was or to repower it as a natural gas power plant.

Another – an issue (here) is the (inaudible) obviously, there's a risk that – of its reliability continuing to be maintained. There's also air quality issues of maintaining any sort of (focal) plant in the downtown West Oakland area, not to mention all the environmental permanent issues that come from converting that plant out through a new field (inaudible).

And that's alternative with new transmission. So we looked at either 115 or 230 kv transmission lines, new transmission lines of the area.

And what that would involve is something like five to six miles of new underground lines, essentially through the hottest downtown Oakland, along with three or four miles of overhead transmission lines. Obviously, very costly, very distractive and very lengthy process to get those things built.

And then finally, the third option, which leads us to where we are today is the Oakland Clean Energy Initiative, which was working at a host of different options.

Some on the utility side, involving traditional utility investments, upgrading some of the substation equipment, operational solutions, which means transmission switching that allows us to release some of the congestion in the Oakland area.

And then, a host of front-of-the-meter energy storage and additional (procurity) (inaudible). Now, the advantages of this approach is clean and it's innovative. We think it can be cost effective (in case) of those others through alternative. And it has (inaudible).

And so, because of these reasons, this is the approach that we've looked (firing) forward with in collaboration with East Bay Community Energy and the solicitation today is our – well, is our attempt to meet those front-of-the-meter energy storage and distributed energy resource pieces of that portfolio that's going to provide the solutions. And with that, I'll hand it over to Sandy, who's going to cover the solicitation details. Thank you.

Sandy Burns: If you could go to the next slide, (Anna). OK. I think we (got) it as long as the sound is working. So, more disclaimers, but – so this presentation is intended to provide a high-level summary of what's in our raw materials. But, you are strongly encouraged to review the actual documents carefully and understand what your (inaudible) (for here).

And, this is a live show. So, to the extent there are any inconsistencies between what you hear today and what's in the solicitation materials, the solicitation materials (view) guide.

So, now that we're getting into the details of the RFO, what we're procuring, how we'll be procuring it, what your obligations are going to be under the RFO, well, that's what we're really trying to (tell you) today.

So, for PG&E, the PG&E portions of the RFO are monitored by an independent evaluator. And, the primary purpose of the independent evaluator is to monitor all our processes to make sure everyone is treated fairly and equally.

To make sure that the processes that we've implemented are consistent with what we've said we were going to do on our documents, and the report on RFO and the proposed PG&E transactions for the (CPC), (lend our) profile for (CPC) approvals. And so, the I.E. performs an independent review of all the offers that we get to PG&E (inaudible).

(You) can review all the proposal data and monitor all the communications and negotiations with the counterparties. So, the I.E. for this RFO is Jonathan Jacobs of P.A. Consulting, who is in the room and can stand up. Oh.

Male: Also a five times (deputy) champion.

Sandy Burns: Four times.

Male: Four times.

Sandy Burns: He's also a four-time (deputy) champion, was on (deputy) five times. So, he sent me copies on all correspondents (inaudible). So, what is the need we're trying to procure for?

So, as Michael described, the whole solution includes some (solicitation) updates, some operational load switching, and then this is what's left over on the scrap here. And that's what we're referring to as the OCEI need in the protocol document and the term sheet.

So, it's generally a daytime (sheet). It lasts most of the day, peaking in the late afternoon. So, we're going to be looking for a portfolio to meet the (page) factoring in, the load (shape listings) that are relatively (non-expandable) like

(thorn) and energy efficiency in combination with dispatchable resources like storage.

And, what we're saying, our load is 20 megawatt peak and 120 megawatt hours overall. And if you add those hourly numbers on the bottom there, they add up to 120. OK.

So, turning to these details of the solicitation (itself). So, we're doing this in collaboration with East Bay Community Energy. So, PG&E is procuring for the OCEI need, which I just went over.

And the East Bay Community Energy is procuring for market products, energy, resource adequacy and RECs, and they're going to present kind of the details of what they're looking for later on in the discussion.

So, PG&E on its own is procuring utility and owned energy storage, dedicated to transmissions. Not market participating but a dedicated transmission assets and energy efficiency. And then, in collaboration with East Bay, we are procuring market participating, cleaning resources which are energy storage and renewable generations.

And, my colleague, (Andrew), will get into this a little bit more detail. But, in this case, it's possible that PG&E and EBCE could be procuring from the same resource under a separate contract for separate products.

So, for these resources for energy – market participating energy storage and renewable generation, you can offer a product to one or both of us. Either on a contingent basis, meaning both pieces have to be taken, or on a non-consistent basis.

So – and to meet the needs, our procurement must include a minimum of 10 megawatts, four hours of utility-owned storage dedicated to transmission. That's what was included in our CAISO transmission plan.

And then, the remaining need, and essentially 80 megawatt hours, can be met with a combination of potentially incremental or utility-owned storage, or energy efficiency, or storage or renewable generation. OK.

So, (reusable) in the (garbo), you must be new. We – we're looking for incremental resource so either new resources or incremental capacity. And you must be online by February 1st, 2022.

So, we are looking to acquire resources to defer the alternative transmission investment for 10 years. So, the delivery term of PG&E will be 10 years. You may offer a longer delivery term to East Bay Community Energy.

And the critical piece here is we're really looking local sub-area needs. So your project must connect or be associated with (large) facilities connected to four substations, Oakland C, Oakland L, the Maritime Port of Oakland, and Minter Field.

And, there's – we also have a map too, where you can see what the geographical boundaries. And so there's no minimal interconnection study or (inaudible) requirement to be eligible.

But, you do have to demonstrate a credible plan for being able to meet the online data of 2022. So, the process, (our) offers for PG&E and East Bay Community Energy will be submitted to PG&E via PowerAdvocate.

And then PG&E will compile the East Bay offers and (pass) on the data to East Bay. So – and each of those are going to do our own separate independent evaluation of the offers for a different procurement.

And then, PG&E is going to construct a least cost benefit portfolio to meet the needs at the lowest cost. And we'll be looking at the cost and then we'll also be looking at qualitative criteria, including project reliability, technology, counterparty concentration, and safety.

So, I'm now going to turn it over to (Anthony). Oh, sorry, I'm sorry, there's a schedule. So – schedule. So, we are – we (inaudible) RFO on April 13th. Offers are due on June 15th. And then, we will short list September 14th. That's our deadline. It's possible – depending on the offers that we get, it could go faster than that.

And then counterparties will have a week to tell us and East Bay whether they accept their short-list position. PG&E is requiring a short-list deposit for some offers. So, that would have to be posted. And then, we'll basically do negotiations. Our target as to execute by the end of the year or early Q1.

And then we would file an application for (CPC) approval and Q1. And then, East Bay would go through their own separate approval process with (air board) for their transactions. OK. And now, I'm going turn it to (Anthony).

(Anthony): (Inaudible) sit in the crowd and (looks like) an additional opportunity to sit in a swivel red chair. (I) developed energy storage asset for utility ownership at PG&E.

PG&E is soliciting offers under EPC and engineering procurement and construction contract for 10 megawatts by four hours of energy storage capacity. Bidders can choose to construct this at one or two of our associations that we're offering as part of the solicitation. So you've got Oakland C or Oakland L.

There's an option to submit alternative offers above and beyond the required base offer of five megawatts by four hours up to 20 megawatts by six hours, as Sandy noted earlier in the presentation.

To map their needs for the (O.C.) project is 20 megawatts by six hours. (Doing) incremental capacities offered by vendors for utility ownership above the 10 megawatts by four hours utility ownership minimum that the RFO approved, will be compared against the other resources that are bid in. So an incremental capacity is compared on a sort of level playing field of the added resources.

To sort of the repeat that, the minimum ownership for utility storage of open COL is 10 megawatts by four hours. Bidders can commit a minimum five by four at either sites. Bid – both sites bid one site kind of up you. So the state offers (ones) to be by five by four or the site to choose (it).

PG&E's scope of work will basically includes interconnection facilities and maintaining that interconnection, and bringing that generator interconnection,

(gentai) if you will, to the EPC vendors provided switch or (inaudible) is disconnected. So bring that line wherever you want to put it.

So, I recommend bringing in to the documents at our PowerAdvocate, so really get a good sense of the scope of work and what we're asking (under supplies) in their EPC offers.

As far as operating a requirement for the facility, we're expecting (this) cycle to be no more than 50 cycles per year. That the system must be available daily for this dispatch by the (ISO). That's based on the operational history of the Oakland Power Plant and its dispatch from – by the (ISO) (inaudible).

A little more detail in the site there we're offering for the utility ownership opportunities. The first substation was Oakland L that's on 21st Street. The other is Oakland C on the corner of (second) and (MLK). Right across the street, the existing Oakland Power Plant. And we had a vendor walk down, Thursday the 3rd, so last week. And vendors (inaudible) and ask questions.

And, the questions ever ask if your vendor walk downs are available in the PowerAdvocate website along with all the other documentation, as far as the engineering and technical aspects of existing facilities at Oakland C and L. (Inaudible).

So, a high level here is that we're going to ask vendors to submit an EPC offer for the engineering procurement and construction facility. And then we'll be asking them to engage in a long-term performance and maintenance agreement for the 10-year life of the utility-owned assets.

These sort of keep the facility maintained and running and available to the (ISO) dispatch (per the) reliability case. Once again, another reminder is we'd really dig in from what's on PowerAdvocate.

There's a ton of PGE standards to kind of guide you through what we're looking for in the facility. So this is sort of the – inspected by PG&E inspectors. It's really – felt very similar to a PG&E substation. The (inaudible) is (estimate).

So the detail division responsibility as far as who does what to the facility, what's in PG&E scope, what's in the vendor scope. There'll be a bunch of site (photos) and as well as a Q&A that I mentioned earlier.

So, I'm seeing just sort of a (kind of) key terms in the (EBCE) and (LTMA). As far as the EPC is got your vendor's scope of work, but for many of you required the critical milestones and delayed images that are built in to the schedule.

The duty cycle that we're looking for, so what does the dispatch look like typically for the system? Any (request forth) that we'll be asking you to provide minimum performance guarantees and price adjustments for failing to meet those performance guarantees. And ensure (inaudible) to carry to construct our sites at PG&E substations.

For long-term performance agreement terms that should really (voted on) are the 10-year term, performance guarantees as well as availability, maintenance, warranty, continuous credit performance and insurance. Is that (inaudible)?  
Oh.

(Matt Brownwit): Hello, everyone. Again, my name is (Matt Brownwit). I work at PG&E's customer energy solutions organization. And I will be walking us through the energy efficiency portion of the presentation today.

And, what we have here is (just) the summary of (some) program attributes, as what we're looking to procure as part of this RFO.

Namely, we're looking for programs that are targeting customers who are receiving transmission or distribution permits from PG&E that are in – within the project boundary which (inaudible) figured which you would – should be able to find in the larger kind of (solicitation) materials, looking for minimum offer sizes of 500 megawatt hours per year. It actually comes from multiple resources that are (inaudible) aggregation.

We're looking for measured energy savings that would be delivered through 2032, and do that. So we're looking for programs that are structured using measures that have effective useful life of at least 10 years.

Also, in terms of kind of components we're looking in the proposal, you want participants provide an energy-savings profile which would be more (inaudible) with a 12 by 24 profile. So, every hour of the day, which will representative day for each month of the year.

Also, along with your program design, we're looking for a proposal around kind of a measurement verification plan, which we would kind of take into consideration and (maybe) accept as kind of how we've measured the performance of the program that you proposed.

And as I mentioned, we are looking to procure incremental resources as part of this solicitation. So that would be energy savings that are not classified products of kind of our existing portfolio programs, so kind of things that are new and above that. Whatever we made in this solicitation is – I'll provide some more guidance around what that would be.

We've taken a look at our existing portfolio programs that are current deployment, their uptake and pipeline of projects, and (will be) looked for this area that we've kind of defined the commercial office building space and the residential low to middle income as areas where just given our historical performance, we're considering any program that would be targeting this area. That's 100 percent incremental.

Participants can propose programs kind of that target any customer segment outside of these that are defined, but they would still be subject to kind of an incrementally review which is actually just trying to assess how much overlap is kind of the proposed program, what is already in our existing portfolio, which may result in kind of a reduction and kind of the amount of savings that can count towards the goal of this RFO.

And then, participants may utilize (inaudible) a lot of programs including in PG&E programs provided that the participant is able to verify that the project – the program is (inaudible) incremental as kind of defined in this RFO.

What we have here is a snapshot of (inaudible) high-level customer data and low profiles of kind of the major categories that we defined within the area.

The curve on the left is kind of the (map) summer peaks and the curve on the right being winter peaks.

And the data that we provide being kind of just general customer talents and kind of the contribution to those summer and winter peaks and because of max megawatt.

We've (communicated) between residential and we kind of (pieced) out kind of the contribution that will be from our care program, which is a low-income assistance program and then also from commercial industrial (inaudible) contribution that's coming from (the law) office building. Yes.

Another piece of unique energy efficiency in the (dark row), it would be the (inaudible) customer (inaudible). This is something we're piloting at PG&E in our solicitations that involve customer-facing programs.

We kind of realize the customer acquisition is very vital piece and they gain customer programs work and was really trying to pile it ways to make those connections and allow kind of vendor to see a value in partnering with PG&E in certain (aspects) of their program implementation who allow them to kind of build that into their program design.

We're always going to (rely) in the menu, but what we have as part of this solicitation is, actually three – a menu with kind of three large broad categories which should be cobranding, marketing and outreach, and data access, because (multiple) details are at the end of solicitation documents itself.

But what we (list) here are some potential services that PG&E could be engaged over or kind of work into a program design. And as part of your proposal, we'd be looking to see kind of what is the scope that would be expected of PG&E and kind of some definition around what is PG&E is expected role would be.

And we don't directly charge from these services, (that we) would expect to see that value reflected in a lower bid price. These services, they're not a requirement for anyone for (estimate) in office, and I would say all of these

services would not actually begin until we have an executed agreements in place.

And the final slide here is more on kind of the energy efficiency agreement itself. All offers will have a 3 percent at performance deposit, (assess a bit) and then participants can utilize kind of multiple energy-savings platforms for compensations, for PG&E energy savings platforms, or it should be all (fairly) familiar deemed custom and meter base, and in terms of kind of an agreement, those – it could be a combination of any or all of those.

We're (looking to) expect to have components of the agreement that would have devoted towards program implementation, so this would be upfront marketing activities that would be required to program launch and in flight.

That would be essentially compensated on the time and materials basis. The other component of – I think the next we have listed here is (deans), that's made – look a little different.

We're trying to kind of bridge kind of what to allow (deans) kind of still participate in a kind of narrow (probe) like this. There's really been a focus on kind of measured and delivered energy savings to determinants of a (deans) program.

We're breaking it out into kind of large milestones payments, and those would be paid out at 50 percent, 75 percent and 100 percent of the contracted-facing (tool). Those initial payments milestones will be based on kind of a traditional verification of installation and essentially kind of activities. And then there would be a kind of a 35 percent holdback on those initial milestones.

That final milestone would be based on a post installation and a reassessment that they needed essentially at the end of the day to get the full contract value we need to see that the savings themselves are truly being materialized kind of in the area that we need for ...

Male: Removals? Yes.

(Matt Brownwit): So for the final two, they are kind of pretty familiar as I understood. So we have custom payments run per project basis with an initial payment of 35 percent upon the customer commitment. And then a final payment, which would be based upon post project and then reassessment.

And then again, meter base, all payments are based upon a verified and delivered energy savings and those payments would be kind of split between an interim measurement (integral) and a final measurement (integral). And with that, what we have for the energy efficiency piece, I'd hand it over to Andrew.

Andrew Lee: Thanks, (Matt). (Inaudible) (Matt) or Michael mentioned, my name is Andrew Lee. I work in the energy procurement team on that PG&E. And I'll be walking through the market participating resources (inaudible) of projects that we're accepting and (inaudible).

So the first two (inaudible) that we talked about utility on storage and energy efficiency, those are unique in that center only for PG&E, East Bay Community Energy is not (forfeiting) any offers for those resources.

And so the market participating wants a little bit different where as Sandy mentioned, we are collaborating with East Bay to picture these substantive resources.

And so, the two main categories we are looking at are energy storage and renewable regeneration. And these must be CAISO resources, today's successful meeting by market participating.

And as Sandy mentioned, if they are looking to procure all the market products, meaning renewable energy, R.A. and RECs, whereas PG&E is only looking to buy – you know, for this OCEI need.

And so, the (wrinkle) with kind of submitting in all sorts of (primary) (inaudible) resources is that you do have to decide how you want to do that whether you want us to know (all resources) PG&E need. (Inaudible) in the energy, or to vote for these offers – like those offers being contingent from each other.

And by contingent again, we mean basically we can't accept one offer without accepting the other and so just a very kind of high-level (inaudible) to be very clear about this is, let's say, you have a (10-like wall) project and you want to submit an offered per market participant and resources.

You can either submit that's a (inaudible) project that we just peaked, just (inaudible) to (inaudible) safety energy, where you can say I'm going to split the cost of that (inaudible) project and the bid.

You know, let's just call it 50 percent to East Bay and 50 percent to PG&E, so 30 percent representing the cost of the project. And so, there is one type of resource that PG&E is not accepting without a contingent offer and that's 300 meter energy storage.

So if you look at the graph here you can basically do renewable generation and in front of either energy storage to an (EV3) option for behind the energy storage, PG&E will not accept it on, provided any contingents on any they offer.

And as Sandy mentioned PG&E and East Bay will be negotiating all these agreements independently and separately from each other. That once the offers come in, we will basically (pause) this down and just deliver (inaudible) energy, they won't perform their own intent evaluations. They will do their own short listing.

For contingent offers, we'll compare (these) on the shortlist just to make sure that that project (shoot up) on both of our short list. But after that, really the negotiations are completely (suffer it) and you have to manage that between the two different counterparties.

So, I'm going to go to through PG&E's requirements for the OCEI need and (teaching) these agreements. And then after that, I'll turn it over to Howard to talk about the East Bay side.

So for PG&E our minimum project size is 500 kilowatts. This can be aggregated using the same technology to meet that minimum size. All offers

(inaudible) and 500 kilowatt increments. The maximum project size we were looking for is for energy storage is 80 megawatt hours.

And two ways to kind of what we're talking about earlier where the entire OCEI need is 120 megawatt hours, and 10 megawatts and 40 megawatt hours that have to be from a utility on transmission (inaudible).

So really (inaudible) determined by kind of the (aggre) meaning (talents). And so, obviously 120 minus 40 is 80 megawatt hours, that's where the 80 megawatts hours comes from storage.

And for renewable generation, we're looking at 20 megawatt hours. And that's kind of factoring in the (peaking need) that we have for the OCEI need and the cost (factors that) persistent with renewable generation.

And we will be working at doing – (starting) out market resources through an (SGI) market resources agreement. We can go through it on the next few slides.

So, again the key point here is the project must be a CAISO resource. We are evolving for transmission reliability (that the) CAISO needs disability and access to the resource, that's the most important kind of key from this agreement that we have.

With that the (seller) is going to be scheduling (inaudible) to schedule this batch however they want. They have the right to all the market products, provided that they can sell it to today.

And this is (what's) efficient or they don't – they can choose to do whatever they want with those products as well. PG&E is not procuring any market products (grievance) agreement.

So, because we are looking at solving reliability needs, one of the key aspects of our agreement is that we really want to make sure that the resources coming online and that is operational.

And so there's that February 1st, 2022 online date that we set as – for all resources. And that's because I just want to be – and just thinking the reliability need.

And so, there are a lot of (filming) milestones that we will be tracking in this agreement, and missing these milestones could lead to an events of fall because we need to understand whether (inaudible) we get alternative solutions in order to meet this reliability (need).

Another aspect here is because we're not requiring interconnection study, there are potential transmission upgrade costs that would be incurred by (great payers). And so, what we have included in this agreement is, basically we're sellers to give us a cost count for reimbursable refundable technician effort upgrades.

And in the event that interconnection study comes back or interconnection agreement comes back with costs that are higher than that cost (caps), the PG&E will have right to give up the agreement.

It's obviously, let's say – you know, for example, let's say you did an – you know, (inaudible) dollars that was – as a cost count but then the kind of study comes back and says that's going to trigger \$100 million of network (over) income.

You know, that's (inaudible) within (Fort Myers) customers and that's an expense that we obviously (changed) the nature of the deal that we have. So, the next slide here talks about what are the resources actually have to do under this agreement.

Even the (inaudible) is not scheduling the (stashing) or all grading them, or portraying market resources and (so then) it goes back again to the second point, where is that the first key was making sure the resource comes online. And then the second key is making sure that the resources are operational and functioning in the market.

And so what we have is performance thresholds that are really touching that assumption. And so, for energy or renewable generation, we basically wanted

to see that their resource is generating into the market at least 80 percent of the days of the month.

And additionally to that that your renewable (generate) as a peak capacity that you've been to on as well. And, so that's really just proving that our resource is still there to be able to operate and what it committed to PG&E when we signed the deal and that's really the type that we're putting in.

In a similar test appliance energy storage as well, what we decided is we want to see at least four kind of proxy discharges a month.

(Four) cycles essentially whether that's teaching you, so that doesn't really matter, what we're looking at is that the total energy (that you've) output. And similarly, we wanted to see that energy resource would be able to meet the capacity as well.

The failure to meet these performance thresholds will revolve in regards to the payments and continues kind of (poor) performance was eventually (inaudible) as well. So with that, I think (inaudible) Howard to talk about (inaudible).

Male: All right.

Howard Chang: Again, my name is Howard Chang, the chief operating officer at East Bay Community Energy. I'm here today with my colleague (Lisa Brandt) who is at regulatory affairs and has been really (reading) the charges on a day to day (basis). But, (inaudible) I'm going to stand and provide some additional details here related to EBCE's requirement and evaluation criteria (inaudible).

I'll step aside, so I think the market participating resources portion of this solicitation really is the size of the collaboration between EBCE and PG&E in terms of the products, multiple products that we're looking to solicit down (today).

So, much of this information is covered in this list of station protocol, just emphasize that but I'm going to highlight some key points into what we're

looking for. So EBCE is seeking proposals for energy, R.A. and RECs from energy storage and renewable generation sources.

The – through the nature of this solicitation, and having it fairly constrained area, but we will certainly welcome creativity in terms of how you present the proposals. And for the project sizes themselves, we've intentionally put that out (inaudible) high threshold for that reason.

So, on the energy storage side of things, we just kept that 40 megawatts, and the renewable generations at that 40 megawatts were under 50,000 megawatt hours. The delivery term is 10,15 or 20 years from the online date, so it does extend for a longer duration of potentially when you were (bidding) into the PG&E portion of that.

And we do require all projects to be eligible for CAISO at the type of the market participating resources in all R.A. proposals, (inaudible) the applicable (CPC) requirements as well as proposal requirements for deliverability.

A lot of the offers will be considered under an EBCE-OCEI market resources agreement. So let me go to that agreement and look in more detail and highlight a few points here. Go to the next slide.

The renewable energy credits, that will be listed here, must qualify as portfolio content category one, scheduling coronation services. And this (participant) protocol, we've (laid) this out to have EBCE provides scheduling coronation services for the RPS energy. But for energy storage offerings, seller can provide scheduling coronation services.

I'll emphasize that that's sort of the underlying assumptions, but we would ask you, the developers, to provide you a preference in terms of operating (these strengths) and preferences on providing the scheduling of coronation services. So we can be flexible in that front.

As it relates to procurement, again, in terms – maybe negotiate upon renewable proposals, EBCE will not obligated to pay for a liability-based procurement. But as it relates to economic (per talent), EBCE will be

obligated to pay the full contract price up to an agreed upon maximum annual expected (complex).

Outside of procurement, energy delivered in excess of the maximum annual expected output will be set up and lesser of the applicable LMP, location (modern) price, or 75 percent of the contracts, right?

As it relates to performance assurance, upon execution of the PPA contract, EBCE will require the seller for security in the form of cash for (L.C.) and (a non-legal) to \$40 per kilowatt, the project's capacity.

Lastly on the slide, we are requiring you to present information related to your local workforce usage. I'm going to that in a little bit more detail on the later slides but we will require you to abide by whatever you lay out in the proposal (inaudible) standard.

One more thing to highlight, you can bid energy only, energy (inaudible) deliverable or R.A. only. So we'll accept proposals for any of those combinations.

As it relates to evaluation criteria, let me highlight EBCE's (inaudible) which are consistent with our underlying principles at the organization. First is to support long term, low and stable operating costs.

Increase the carbon-free energy content of (alcohol), so (inaudible) portfolio and of course, support local deployment of resources. All of our evaluation criteria relates to this particular solicitation, of course, are in alignment with these data goals.

As we look at individual project proposals we'll evaluate that based off of individual project economics and performance risk. And weigh that against any development and actual delivery risk to get that (online).

I've laid out here some of the many factors that we'll look at as we sort of view those project economic performance risk and development (risk). They're not listed at any particular order, so I'll just (sort of pile) a few without reading off the entire list for you.

But we'll consider what the offer term is and duration, which obviously the responsibility of (the data) earlier 10, 15, or 20 years. Look at the technology energy source location, of course, which is already specified in the solicitation protocol.

So – and we'll look at the quality of the developer kind of experience to bring the projects online, so that can relate to – so that's how the project is being financed. The credit meeting, financial stability of the developer itself, and then, of course, looking at the project specifics, underlying the project price, terms, delivery, et cetera.

And the last, we had that already emphasized, local workforce developments is an important priority for us. And so, understanding the details of what you will (inaudible) and (report back).

In the last slide, I'll touch on the workforce practices on a little bit more detail. (CPC) is committed to creating quantifiable economics benefit from Alameda County, and for priorities, utilizing stable and skilled workforce, contributing to a local workforce development, creating opportunity for disadvantaged workers and supporting union job in Alameda County.

As part of the proposals, we require you to detail how you will use local workforce in all of these ways. A (way outcome) for additional kind of principles, the priorities, I should say, related to those, we do have a preference for local prevailing wage jobs, that's a preference for union job.

So, having project laborhood and negotiating place is important. Incorporating stable and skilled workforce and local workforce development, we certainly encourage partnerships with (Cypress) and (Andela), Rising Sun Energy Center.

West Oakland Job Resource Center and other Alameda County based-workforce development program to help identify potential (premises). And lastly is helping to create opportunity for disadvantaged workers up to these various programs.

Denise Lee: Hi. My name is Denise Lee. And I'm on PG&E's competitive solicitations team. I will be talking about the offer submittal process with you guys.

So, all of the OCEI are so – details can be found on our RFO website which is listed here at [pge.com/rfo/ocei](http://pge.com/rfo/ocei). Here, you can find our protocol, supplemental RFO documents, as well (instructions) for PowerAdvocate and any other updates.

But this is also where we will post our Q&A (dock). So, questions that come in to our mailbox to keep a fair playing field, so we'll make that accessible to everyone.

Once again, if you have any questions or you could communicate to us regarding this RFO, our mailbox is [ocei\\_rfo@pge.com](mailto:ocei_rfo@pge.com). And make sure to include the I.E., Jonathan Jacobs, on those communication.

So, the offer submittal process is going to be through PowerAdvocate. Please do not e-mail (this), your offer. It has to be submitted through PowerAdvocate. Make sure to pre-register links and instructions on how to do so are on the RFO website. So we encourage you to do so early so that there aren't last-minute hiccups.

An important note is there are two separate links for PowerAdvocate. So, one for third-party owned project and one for utility-owned project. Please be sure to make sure that you submit into the correct data (inaudible).

OK. So, the process for offer forms. PG&E will be receiving all offer forms and this includes offered to East Bay as well. PG&E will consolidate all of the offering summation, specific to East Bay and provide them with that information for them to use (their) independent evaluations.

All offers are due via PowerAdvocate by (1p) and Pacific on June 15th. (Inaudible) hard deadline, so please be sure to submit by then. Offer packages must be complete and accurate. Any failure to respond to inquiries by PG&E regarding incomplete or incorrect information could result in disqualification for the RFO.

So, if you guys have any questions regarding the process or the RFO itself, please submit those questions early so that they can be addressed. So, there are – there is a section in the offer form for adaptation.

There's a confidentiality obligation specified in the solicitation protocol, and PG&E does require that these (inaudible) in the (intelligent) and authorization section of the participant information call of the offer form.

So, for EBCE, only offers – you know, (you stay) communicated energy as a public agency for the RFO subject to disclosure requirements of the California Public Records at.

So, participant should list out any particular areas that they are (dealing) as confidential and proprietary information within the offer form and the appendix of the document, which is the supplemental RFO docs required for participation, once again, for East Bay.

For energy efficiency, only offers, going to touch upon what (Matt) had mentioned earlier. It's submitting an offer requesting PG&E credit or (submission) support. You must submit to offer a total and not as one way, and one without customer (obligation) support.

OK. So, requirement for a complete offer. Here, we have listed out what to do on June 15th up on the top. So, what would you consider to complete offer package is the (ensured) letter. A (pending stay) which is the offered form not to be in Excel format. Here, (pending) the document.

We have a pending (C one), which pertains to supplemental RFO docs for market participating resources. And what we mean by market participating resources, in this case, is either the third-party energy storage offers as well as the renewable generation offers.

Appendix (E2) pertains to the energy efficiency resources offers and Appendix C3 pertains to the utility ownership offers. In addition to what just I listed, you also need to include (inaudible) which the (FERC) labor. The item was (fixed) below our required post short list.

So, assuming, you get short listed, you all need the short list (inaudible), Appendix D confidentiality agreement, which in this case, I believe we will have (a big) acknowledgement upon short list, (inaudible).

Your F1 – Appendix F1, F4, which is the deadline for the agreement (return) sheet. Appendix G1, which is provider credit, is (inaudible). Appendix G2, which is the tax payer ID form, that's applicable and a preliminary safety plan.

OK. So I'm going to go over what the key (RFO's accessible) offer. We (spent) the strong solicitation response, again, please review all of the materials. I know there's a lot, but it's really important that you understand what exactly PG&E and EBCE is procuring and I want you to (leave) your requirements behind that.

The short is that (many) complete offer package list. The docs listed on the RFO website, and competitively pricing accurately detailed offers. It's kind of what we expect.

If we do reach out to you with inquiry regarding your offers means the short (inaudible) responding as promptly. And once again, any questions can be directed for the OCEI box (inaudible) here with the (IECPs).

OK. So I'm going to segue into the actual offered forms. Please note that for the OCEI RFO, there are three offered forms. So it's important that you make sure you are looking at the correct one.

The first one we have is for utility-owned energy storage. The second offer form pertains to both energy efficiency and renewable generation offers. And the third offered form is for third-party owned market participating energy storage resources.

There will be instructions, (inner) instructions have on all of our offered reforms. Our offered reforms are very dynamic. And so you want to make sure that you enable (macro) prior to selling out the (sales). So, they may be (inaudible) from the top banner that says (inaudible) will not grow or enable content if we (inaudible) to click on those.

OK. So here, we have a kind of a big shot of the utility-owned energy storage, and (with the) also (E.E.) renewable (inaudible) offered forms will look like. We have a kind of a message that play on top that will notify you if you had any (maintenance sold), but our required yield.

Anything highlighted in yellow means that it needs to be – or haven't filled out yet. So if you see highlighted yellow, it corresponds to the missing data message (as talked). Please make sure that all required fields are entered before submitting offers to us.

One thing to note, we have a project team field on top. Project name represents – basically (inaudible) a vendor (center stability) to find a single contract with PG&E. And this is kind of (teaching) definition of what a project is.

So, kind of just give more clarity on that. If you have two project means, both project should be considered mutually exclusive, meaning if both projects were to be short listed, PG&E could actually (sign) contract for both, so that is how we're defining a project mean here.

So there is a validation time within this offered reform. This is (piled) more for your information, kind of (at the last) that before submitting kind of (inaudible) and make sure that the form is complete and everything is good to go.

So, I'm going to go over the third party on energy storage offer with you. This one, kind of has a different look. PG&E is currently testing out a new form. And this new form has more of a vertical single column for an (off) view.

So it looks a little different, the coloring for this particular offered reform, I'll go through the orange, would represent kind of what the yellow represented in the previous forms, which means that they're admitting fields and easy to be entered, green would represent that's the field completed.

OK. So, like I mentioned before, the offered forms are dynamic. So, here is selection within the dropdown. We'll kind of determine what your form will

look like later, meaning that depending on your selection, different tabs will either be hidden or show up.

So, please be careful and cognizant from your selection in terms of resource types and projects. If you do make changes to the selection note that anything entered in the tabs previously will be cleared, so please just make sure to make the current selections.

OK. So here we have – I'm going to walk you through the (E.E.) renewable gen offered form, what it would look like depending on your selection choices. The top here, we have resource type (E.E.) and what is kind of called out in the red block of the tab, those tabs are specific through (E.E.) selection. So, you will not see that unless you select energy efficiency.

Below that, we have the renewable generation selections, resource selections. Product in PG&E non-contingent, so that collection is (main), you can see that, you'll only see the teaching (replacement) tabs, and for supply chain, we'll show that.

So, just kind of an idea of how our offered forms work and how based off of your selection to the resource type, the tabs be changed.

Now, once again, if you'd select renewable generation but different product, EBCE not contingent, RPS energy, energy only that have highlighted below from (inaudible) blow are specific (Q EBCE) pricing and the gen profile, although (inaudible) – if you have – if you make the selection of renewable gen, but products type EBCE non-contingent, (portfolio) deliverability, we'll see those in today's (inaudible) within the offered forms.

So contingent offers for renewable generation, if you make the selection of resource type renewable gen, they are contingent between PG&E and East Bay Community Energy, those of our pricing tabs will show up at the bottom as well as the gen profile and supply chain (inaudible) (stability) have.

OK. So here, we have a screenshot of the offered kind of (inaudible) like the third-party owned energy storage offered form with the (site).

One thing to note for the pricing in this offered form and this is the offered form that I was kind of noting before that we're testing out, the (queue) button. So, there is the enter EBCE price list button and there is the enter PG&E prices button. This is on the project information tab.

If you make a selection to either of those buttons, it will populate a new tab which will – I will walk you guys through on the next tabs, but basically what this is, is it all populate the pricing for you to enter.

Be sure to click the update button and what that will do is it'll generate whatever you had entered in the pricing, and it's about first – or the – (how this) information tab, which it would differ (inaudible), this is basically to help you guys out in terms of entering the data (inaudible) where washing line for the participant.

OK. So, if you were to click on the PG&E pricing on, previously it would basically push you into the time that (inaudible) where you would enter PG&E pricing.

OK. So, one thing for all – that pertains to all offers one and this is really important. Please be sure to name your filename the same as what is generated in the filename's generator.

This filename generator hold from in input, so if you guys see these tabs, so this is something that you should was it, still completion of the other forms before they do, basically last step.

And just make sure that the filename that you saved is what is populated here. Although they missing to know if you are resubmitting the offer to us with some sort of refresh or paging in and asking that you also refresh the name in this tab before submitting. And one again make sure that matches with one of the copying clipboard line have.

OK. So I'm just going to kind of go over the key points of what I just talk about. Be sure that they'll be appropriate offer form for your (green and tight). Enable macrons and install files. Submit a separate offer forms for each offer.

So for each offer that you are submitting there should be a separate filename and separate file that you are submitting to us via (power applicant). Ensure that the filename had the same name as the pre populated offer I.D.

Be clear about what offer is submitted with each Excel file. Use the copy to click for function on the validation tab to have consistent file names that match the offer I.D. Pay attention to contract type selected.

And once again, be sure to be – be sure that all the field are filled out completely and take advantage of that validation tab that we have in the offer form data contain in the offer form should be consistent with contract value. They're not really important. So again, (shot that note).

And once again, we encourage you to – if you're new to power (applicant), make sure to register early and fell free to reach out with any question. With that we are going to break for a short intermission while we go through the questions that came in to the mailbox. So, it should get out 5 minutes so (inaudible).

Male: Yes. Just to reiterate, if you guys – I wanted to ask question to consolidate as far we can take those offline or we can ask a live question, or we go to the Q&A section as well.

Male: Yes.

Sandy Burns: So please collect – This is Sandy Burns in PG&E. So I did a couple of questions and we're going to put the panel up here and answer them since we have one in my care.

So, I guess I'll start with some questions that came to PG&E, the question was, how do you deal with residual value after the contract term? And the answer is, we're not really considering it, we're looking at a 10-year deferral value. So, the only thing we're looking at is the 10-year the cost from the 10-year values of the referral.

Andrew Lee: So, this is Andrew from PG&E, we have another question, what is your (inaudible) respond as an eligible resource?

So we actually have it. It's genetic thoughts. And we permitted how we can participate. You know I was able to describe this (integral) kind of disposition and liability. And so, (inaudible) responds could participate to the (inaudible) is as cost you to manage resources, RDLR as well.

Now, and we also having to ask you that looking at energy storage essentially. And so that's when we finish (economy) storage participating at the type of resource. That's really an opportunity for then to respond and to participate in (certification).

Male: And I have a question of how will PG&E (accept) the (doing well) for PG&E resources and offers. And we (participate) in this in order to how we done it and (participation) for (inaudible) state of performance with the patient or the proposal kind of the measure or kind of the (URL), as the documentation around kind of go (inaudible).

PG&E has it own kind of with those, kind of acceptable value so that will be. And then we compare those two, one is departures. We have some and back and forth.

And this is something that in a way I really have on that list focus on intensive supporting evidence to just kind of petition and kind of why that value would differ, something that take in consideration when we're making that evaluation.

Male: One question directed to EBCE is, will EBCE evaluates – sorry, will the EBCE evaluation on renewable projects utilize the concept this pricing (patterns) and if so how would they be communicated?

EBCE will not be issuing quantifiable pricing matters at this time. As what we talk about earlier there is – not a long list of it evaluation criteria that will be way in assessing including your project price, which is very critical. The project risk, the operation risk as well as development and delivery risk, as well as workforce standard among of courts – along with some other aspect.

And so, we're not improvised with quantified (department) as for each of those categories. I mean, I think our assess is that, there's clear priority and foreign factors there that we account for. And obviously the goal of this business this make market base approach to see what suppose is coming and achieve those goals with balancing price.

Male: This is the one we saw from the next card. So are there are any live question we can take here. You know, I think the floor is open.

Male: So we start? What happened?

Male: Yes, we'll get to that ...

(Inaudible)

Male: One of the things that come up in resent proceeding and they decide to email or is just the cost that being referred to be published. And I know that that didn't show up in the document but in cost to refer that we've asked her (inaudible).

So it would be particularly (emergency case) you really helpful to know that number. And because, let's say if we can get five megawatt and the common cost, the price that PG&E for efficiency.

But we did, if that price is double we can get eight (inaudible) percent return this percent or whatever in megawatts, something like that. And it really changes this type of product since we deploy in the market.

And I'm just curious if (inaudible) which we consider not releasing them in the price so we can basically turbo charge whenever (agencies) offering that (inaudible) have clever so that we can bring in very best.

Male: We can try and take it first and then chime in. So everyone, the better question was, is PG&E going to be disclosing the different value that we're comparing the portfolios again.

(Inaudible) would know, we're not looking to do that. The reason really is we're making this an open solicitation. And we're trying to not to guide people toward certain price thresholds, right?

We really want everybody to compete on the (risk cost assisted). And so, to your point we would basic should just you know, give us the best offer you can with the resources that you can sign up.

And that's really – we're trying to foster that competition to get the (wellness) as possible. You know I think the challenge that we always think internally is to figure out a number, everyone is kind of managing to that (boogie), right.

And so we are looking to – we reach out to that number. You obviously have seen the alternatives that we've considered. So there's some sense there that you can look at but we're not planning to make that public.

Female: I mean and again, so you're not really just competing against the process of the transmission alternative, you're competing against the cost of all the other resources for the portfolio.

We've already looked at what we think the market is in concluded. Yes, this portfolio should be substantially features on the transmission alternative. So your volume is really and your decision team has said more stores are (inaudible).

Male: Yes, it is really difficult. I was the one who ask that question about and they have respond in. Could you make that clear? I mean, it certainly wasn't clear from either the presentation or in the material (inaudible) that responsible that you are (inaudible) in the material or at least to answer this question.

Male: Yes. We can clarify that question. I think as he mentioned, I mean, any questioned that why combined in the Q&A and then we'll put that into frequently ask question section where we'll be going through business.

Male: Yes, it's the frequently we asked questions but actually in the material itself. I mean, it seems to me that that was important thing is a material itself that says that this is eligible (resource).

Female: I mean, the per dollar already said like behind the meter storage is eligible, right?

Male: Right.

Male: Yes, I think ...

Male: And what you don't – you don't say that use a (organize that) that will (D.R.) to recharge the batteries to whether as that (you don't have).

Look at those two together or (I tell) the resource and somebody that wants to put in 12-hour battery. You know, or one hour battery that's like response, maybe two, very different office, it seems to me that you are (inaudible) because it typically (inaudible).

Male: This gives me a last survey we're clearing or (yesterday). What we're seeing is, it's only eligible. Community response is always eligible when it stock by (forgery) from some fully reduction provided and response, not – you're not (inaudible) in respond.

Male: No. As long as so you get staring so well ago as long as the same resource (ITE) and they will gather this sum.

Male: So what I say but I guess ...

Male: If you did to an hour battery instead of four, OK. As long as you had demand respond to back up as one hour battery (inaudible) as it take obviously.

Male: Yes, I guess what we're saying is, is even for an interview there all kind of resource that saying that only technology allowed it energy storage and there's not other demand response (inaudible).

Male: Sure, that (risky).

Male: Yes. I'm saying for our solicitation we're not valid.

- Male: And then why did you exclude that type of preferred resource from your (inaudible)?
- Male: It's similar to why we're only about energy storage because that referring product that – firm technology that's the same (inaudible).
- Male: Right.
- Male: I think there's been a lot of debates within the CAISO and us in terms of how we find our transition, what we find the transition plan. If we think conclude in that been only expected as energy storage.
- Male: Why?
- Male: And I should ...
- Male: I know that we're all (inaudible) feelings wrong with that (submitted), why is that not an eligible reason? It's all the other things. Why did you (inaudible)?
- Male: There's the most two reason that we could, I don't know if it's (budget for me) was to get (simply here). This just on reliability perspective, CAISO, I mean there still a lot of ...
- Male: The file, it's there. So reliable resource, why?
- Male: We would feel more comfortable not do anything's measure on historical baseline 10 and 10. We would like to see a meter generated output from a (third) resource in order to feel comfortable with reliability.
- Female: Other question?
- Male: I think I've – can we (inaudible). So last one thing is provided in (inaudible) privacy, the energy efficiency, and it goes on to say that anything that connected to the addition update eligible purposes, participating market request.
- Unlike (inaudible) as distribution but basically you concern with had picture of everything that ...

(Inaudible)

Female: You know the map the (C.D.) map.

(Inaudible)

Male: Yes. I think we posted yesterday and that's with (this trinket) we made it to the (sub station).

(Inaudible)

Male: No, I think it might (inaudible).

Male: Yes, so I think – yes, before (inaudible).

Male: Yes, I think we'll look actually on that one. We'll talk their transition signing. So, the question was, are there maps for all the sub station (Peter) has asked. You know, the challenge would shift through and port of Oakland is – and what is necessarily PG&E. Also, we may not even have this (inaudible) but we can check with our transition setting.

(Inaudible)

Male: So we don't have any that we can get out now yes, let us go back and discuss and see if here is some contact that we can provide.

(Inaudible)

Male: ... the menu of whole marketing and (inaudible).

Male: We've got it, living in that such as energy efficient because ...

Female: So repeating the question for those on the phone.

Male: Although the customer acquisition support menu be available for market participating resources and for now.

(Inaudible)

Male: I would say it would, well, were in a piloting it and did a little bit of a crawl (walk and run) base with energy efficiency being at state that we've – you understand wanted to kind of pilot system.

Understand how that actually provides these services in the end, open that process so before we're kind of opening it up to kind of larger or were just left, I mean we already have that (in construction).

Male: Hi. I'm (inaudible) Oakland energy (efficient committee) (inaudible). And this question is probably for you. I'm sorry on just in your presentation, who expect to the pricing for the (inaudible) hearing is that expectation that commission that (checkers) for the (EUL) for the most part is (EUL) but are you going to have time or day 87 this price for the (inaudible). Or we apply to get range for (inaudible).

Male: The question is, for pricing for energy efficiency with that kind of fluctuated kind of time of day where would that be kind of flat price and for this palpitation word just accepting flat price or as KWH and throughout.

Male: Would you accept as time or price or are you following acceptance on flat price.

Female: So well, I mean, we subject it as the flat price but also keep in mind really well, we're trying to meet that day time peak. So, when we look at the clock in portfolio that's the mode reductions that we were care about.

Male: Any other question? We have one in the (inbox).

Male: We had question come in through e-mail which I can read through. Later energy efficiency of the requirements for measures with 10 year (EUL), the measures within measure category have different EUL customers may need one or mostly measures within the category depending on existing condition. Some of these measures needs to 10-year (EUL) requirement specify instead and some do not.

If all measures must have a 10 year (EUL) customers in that have people access to measure category in the scenarios is this permissible to improve measures that do not have a 10 year (EUL).

I'd say, I definitely a preference four measures that are most certainly 10 years or longer I – that being have we are tried but you're saving that figure out kind of put that consistence across that 10 year and like with the period of the permission of the expand.

And there are kind of measurement that are tapering out that affect to it, kind of create an issue throughout in terms of predicting kind of (battery) saving because if you were (inaudible). If they're on the margin, I wouldn't say thinking out, the question that I say by we definitely have the process for goods that are rely upon 10 years about measures.

And then there's a second one, will PG&E consider funding gap measures and so in effort to provide more comprehensive solution, the customers and I think ultimately looking at the solutions we need to kind of have impact on the actual electrical load. So, on the Thursday story of how that connects to electrical reduction, I mean if you could hear it.

(Inaudible)

Male: Yes, yes, you buy technology.

Female: So the question was about what the 500kW minimum means by technology and weather we would be sort of making more fine distinctions and really this is we're getting to like, with like an agreement that we signed to be at least 500kW, and so the agreements may very by technology wise, right? So it's just 500kW (aggregated).

Male: I think to that those are, correct me if I'm wrong with that. But then PG&E was don't necessarily have to do the exact same measure to reach 500.

Female: But the (E.E.) ones are a megawatt hour minimum and not a capacity minimum, but yeah you can combine different measures to get t the 50 megawatt power.

(Inaudible)

Male: Sorry, can you repeat you question again?

(Inaudible)

Male: Correct.

Male: And ...

(Inaudible)

Male: Yes. So the question was for behind the energy storage let say – they're asking at the PDR in the target the markets. They're on the – there the baselining that versus in that value is the last thing potentially the capacity of the battery.

How would – what would be the value I think we'll look at? So I think that's something that actually we manage to discuss further because obviously if that's the (R.A.) value that's really all the value that CAISO.

So, when you actually make sense to value the capacities from more than that. I think it was depend documents that I guess the business you're asking that you did some number, did you say in (R.A). And then you're saying that it might be a different number that you did in PG&E.

Now, well let's get back you on that. I think it would be a challenge for us to say that that's more than what you're providing me to say necessarily – I think – use the one measure by either outfit, but we had to figure out kind of like what the right answer is.

Male: Now that he just moved could you, in the (R.P.) you talk about increment the power within for efficiency resources and 100 percent incremental for the commercial (inaudible).

They got to identify if we were to proposed other markets, when you walk through how is that mentality will be (inaudible) those increment value level

and you guys come in and then one came back, it was your staff who remembered (inaudible), have to approve that both of (inaudible).

Male:

Sure, all right, question was, just how does all of these incrementally stuffs going to work. And I can say it is definitely art versus science and we're kind of using a lot of these (pilots) and other are close we meet the kind of really just to figure out better way to towards that, kind of influence mentality, so we are definitely kind of learning as we go as well.

And it is definitely a spectrum, like when we duplicate a program that are not incremental on one end where we do programs that you've never seen before. And the other, most things are going to be somewhere in the middle.

How do we, it is definitely a case by case basis in other – that assessment is really we're looking at, it is broken down by coming up was like a methodology for how that works.

All that kind of be more systematic about it but really we're looking at who are the customers that are being targeted, what is the methodology approach kind of that they're being measured in kind of what kind of marketing approach is being used, and also the power those measure that are like saving being substantiated.

That operating like that like a deans program is that something you'd like somehow make programs that are played like delivering and (max) type of program.

So most anything that is, it may be, a similar program that in the same are targeting the same customer, if they're delivering saving that our kind of backed by data versus something that is you may have (assume) kind of theme.

That would largely the incremental for this delivering assure the – around the saving that we done currently have. And that overlaps as kind of competitive. It can range for like a 100 Euro but we are coming up.

And I think we do have in the protocol where we kind of have a percentage breakdown of those three categories of what the customer (they get) maybe like 20 percent, 30 percent, 50 percent of customer versus like program approach versus a performer assurance or.

Male: A proponent is probably incrementally for (inaudible). You guys put more magic on end and then come back (inaudible).

Male: I don't think we have that (in the field). I think what we have is we'll take all the data that you've provide us in terms of your program structure. And I mean you can (decide) you're free to proposed kind of what that may be and we can say that under guidance.

But kind of comparing, kind of how that that backed against our existing program and that will be (inaudible). I ultimately (inaudible) feel free to like provides some supporting data around that.

Male: And you may see after (day they perform get process).

Male: We're not actually – so they have some more freedom around we're approaching this. We didn't want to rush and not (inaudible) these saving towards the (CPP) goals. We want to get some innovative new program design, so in terms of like of (PTC) approval for that aspect of like for that going to be (inaudible).

Male: Over the court by that before this – any of these contracts are affected. We are looking for (PTC) approval for the (concept of this component).

Male: (Michael) (inaudible).

Male: The question of the contracts, do you – have you been listening to other stakeholders who involve or we consider on age (inaudible).

Female: Anthony ...

(Anthony): May we get a question. The question for the – was regarding the utility ownership opportunity, so typically the permitting side of who does what so P.E. scope for permitting is purely conditional use from this, which can

predict there will be none, because the but limits of construction are entirely within the existing sub station (been), as far as all other permits that will be in the vendor or better scope of work.

We predict that it will be typical ministerial and over the counter permit that you'll get literally across the street from the city of Oakland, please note that the buildings that may be working in, if you chose to are historical buildings.

And you may need to consult with the city of Oakland regarding modification to the exterior. Having said that, we've done it in the past, and it's definitely not impossible, but it dose require coordination and cooperation.

Another point to add is that city is very supportive of this project in general. But this is (no means) but PG&E is saying it won't be a problem, but generally that may help you in your decision making. Does that help?

Male: Yes, thank you.

(Inaudible)

Male: Well, let me (inaudible), thank you. It's been – how we covered a lot. I know and as everyone here is saying this is a new project for us. It's the – we're trying a lot of new things and we've got the, ultimately we're building portfolio that we think is some of the (inaudible) of they're consistent.

And so, (I'll leave) and also with that community as this made, so the schedule, system replacement. And they're drawing these difficult questions better.

This is how we run and improve. So the inbox is always open, and we're really continues coming up with questions. We will compile what we get today and put those on the website.

As I mentioned before we're putting a 10 day list of affair, please let us know by tomorrow, if you don't want to be on that list, and we'll be putting a recording of these presentation as well as the slide. So thank you all,

everyone who attended in the room and thanks for all the folks who are in the line. And (that's about it).

(Inaudible)

Female: Thank you to all our participants for joining us today. We hope you found this webcast presentation informative. This concludes our webcast. You may know disconnect. Have a great day.

END