

PACIFIC GAS AND ELECTRIC COMPANY

Moderator: Sandra Burns
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OPERATOR: This is Conference # 8986439

Operator: Hello, and welcome to PG&E's Participants' Webinar. My name is (Ian), 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.

During the presentation, we will have a question-and-answer session. You can ask text questions at any time. Please submit your questions via email to didfrfo@pge.com. If you would like to view the presentation in a full screen view, click the Full Screen in the lower right-hand corner of your screen. Press the Escape key on the keyboard to return to your original view. For optimal viewing and participation, please disable your popup blockers.

And, finally, should you need technical assistance, as a best practice, we suggest you first refresh your browser by pressing F5 on your keyboard. If it doesn't 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 the Sandy Burns. Sandy, the floor is yours.

Sandra Burns: Thank you. Hello, everyone. This is Sandy Burns. I'm in our Structured Energy Transactions group in the Energy Procurement organization, and we are running the RFO. So, welcome to our webinar for the 2019 Distribution Investment Deferral Framework, or DIDF, RFO.

Turning to the agenda, I'm joined by Tasnia Qazi from our Grid Integration and Innovation group and Tim Della Maggiore, also from our Structured Energy Transactions team. And I'm going to take care of the introduction, which includes a lot of housekeeping items and administrative items.

Then, I'm going to turn it over to Tasnia to talk about the distribution services we need and we plan to procure. And, then, she'll turn it back to me to give an introduction and an overview of the RFO. And, then, I'll turn it over to Tim to discuss the nuts and bolts of how to submit an offer.

So, some housekeeping items. We are not taking questions during the presentation. So – but, we will do a Q&A session at the end. So, during the presentation, you should email your questions to the DIDF RFO mailbox at didfrfo.com. And after the webinar, we will post a list of attendees on our website. So, if you don't want your name or your name of the company published, please send an email to us by tomorrow at 5:00 p.m. And we do plan to post a recording of the webinar on our website within a few days.

So, the disclaimer. This presentation is intended to provide a summary of the information requirements set forth in the RFO materials. But, you really should read all of the documents carefully. And to the extent there are any inconsistencies between the summary information that we presented here and the requirements in the RFO, the RFO materials govern.

OK. So, everything you know should be on the RFO website, including the RFO materials, detailed instructions for submitting an offer, offer forms et cetera. And we also post regular updated announcements there. So, if you have any questions or communications during – any time during the RFO process, you should email them to our RFO mailbox and also copy the independent evaluator who for this RFO is Alan Taylor of Sedway Consulting.

So, as I just said, we have an independent evaluator monitoring our solicitation. And the primary function of the RFO is to – of the IE is to make sure that our RFO process is fair and that we treat all participants equally. The IE also monitor or evaluates what we have done to make sure we've

implemented the methodology as we've described in our RFO materials and that we treat everyone consistently.

And, then, at the end of the process, the IE reports on the RFO and its proposed transactions to the CPUC and to the PRG when we file them for CPUC approval. And the IE sees everything. He sees all the offer data and all the communications with participants. And, again, for this RFO, it's Alan Taylor of Sedway Consulting.

OK. So, how do we get to the point of issuing the RFO? It's been a fairly lengthy process. And it started with the distribution planning process early last year. And, then, in June, we filed a report (at the CPUC) identifying all our large distribution upgrade projects. And then, in September, we filed our Distribution Deferral Opportunity Report. And in that report, we identified a subset of the projects that we thought might be deferrable by distributed energy resources.

And, then, in the fall, we had a series of stakeholder meetings where we discussed those projects and which ones we thought might be best feasible for deferrable by DER during a competitive solicitation process. And, then, at the conclusion of the (DFAD) process, we filed an advice letter at the CPUC on December 1, and we identified three projects through which we recommended going out for solicitation. And in February, the CPUC approved our advice letter. And that's how we got to where we are today with the RFO for the three projects you will hear about today.

And, then, my last slide before turning it over is the RFO schedule. So, we achieved the RFO last week. We are having the webinar today. And you have roughly a month from today – a little bit over a month – to submit your offers via PowerAdvocate on April 1. And, then, you also have to send a flash drive to the independent evaluator to be received by April 2.

And, then, a little over a month later on May 6, our goal is to have a shortlist and to notify participants if they have been shortlisted for negotiations. And, then, during May to July, we will do our negotiations. If we have cost-

effective transactions, we will execute them and file them at the CPUC for approval.

And, now, I'm going to turn it over to Tasnia to talk about the distribution need and the services we are looking to procure in the RFO.

Tasnia Qazi: OK. Thanks, Sandy, for that introduction. So, as Sandy mentioned, there's three projects that we are – we landed on for our RFO. And if you look at the table to the right, these – going through, there is the New Lammers Feeder, the Huron Bank One and Santa Nella Bank One.

They are – they are spread out through Stockton, Fresno and Merced areas. And we've got a little map to the left to show you just an approximately location of where those projects are. Two of them will – are expected to come online in 2021, the last one would 2022. And the total expected deferral opportunity is 11 megawatts there.

So, moving on to our first project. So, again, we are looking at the New Lammers Feeder, as shown on the map to the right. If we go ahead and magnify that view, we get the snippet on the left. And there is – the green triangle there represents Lammers Substation Bank One, which is a 45-mva bank, and it has the Lammers 1101 feeder, which has a 12.47-kv feeder feeding off of it, which is represented by the smaller green lines coming off the triangle.

There's both a winter and a summer need for this feeder. And the winter normal operating capacity is 627 amps whereas the summer operating capacity is 578 amps.

So, moving on to our winter requirement, right, the (pot) at the top we see here is an hourly load profile of Lammers 1101 in November. So, as shown by the green line there, note that the Y axis is load in megawatts and the X axis is hour or hour beginning.

And it doesn't start at zero because this is more of a zoomed-in perspective. And like I said in my previous slide, the winter operating capacity is 627

amps. This is translated in megawatts here and represented by the horizontal dotted line at 13.5 megawatts.

So, when the green November load is – (over that) winter capacity, that’s what we’ve defined our need as. So, we’ve got Requirement 1A here of 0.7 megawatts, which should be in the month of November for three hours between two to five and a weekday need.

And moving on to our summer need, which is a little more complicated. So, we’ll have some more colors here. This is split up into two blocks here. There is a 1B and 1C. Notice on the table on the right, there’s three rows associated with Block 1B. They all have an offer size of 1.5 megawatts.

The key distinction here is that – understand that there is a long need here of about 10 megawatts. So, there is flexibility in whether you want to go ahead and bid for those full 10-hour duration or you could bid into these five-hour blocks instead. So, again, that would be 1.5 megawatts in the month of May to October, a weekday need 1:00 to 11:00 p.m.

And, then, taking a look at 1C, it’s a slightly lower requirement of 1 megawatt. This would be from June to October weekday again and five hours from 8:00 a.m. to 1:00 p.m.

And just a look at the customers composition served by the Lammers Feeder 1101. It’s mostly commercial and industrial, as seen in the pie chart on the left. The pie chart on the right represents how much flow to each customer type is providing on a peak day demand. And it is, again, mostly commercial and industrial. And the specific numbers can be seen on the table below.

So, moving on to our next project, the Huron Bank One replacement. Again, you could see the bigger map on the right, the Huron location, and a zoomed-in perspective on the left. The triangle is Huron substation with four feeders coming off of it. The different-colored lines represent different feeders. It looks like three, but there is a tiny blue feeder line coming off of it. There is a – this one is a summer-peaking area with a normal operating capacity of 18.8 megawatts.

So, the Huron need on a peak day is split up – as you could see, it's split up into Requirement 2A and, again, we have these three rows associated with it. This is, again, a longer duration, a 10-hour need. So, we split it up by those five-hour chunks. Again – so, you could either go in for the full 10 hours or the five hours.

And there is also flexibility in the offer size. It's 3.7 megawatts. (It can't be re-tweaked). There is also opportunity to bid in for the 1 megawatt or the 2 megawatts. And this need appears during the month of June through August weekdays and weekend from the hours of 12:00 p.m. to 10:00 p.m.

So, (inaudible) Huron has a peak-day need. There is also a low-load need. So, Huron is unique in the sense that it has excessive generation in the area. So, when there is excessive generation, there is back feed – what we call back feeding in the bank. So, it's represented here.

As you could see from the Y axis, these numbers are negative values, which means that there is reverse flow happening through the transformer bank. So, that means that the transformer bank is still rated at the 18.8-megawatt capacity, (as we've just seen in the dotted) summer capacity line. But, the transformer bank does not see direction and it still cannot handle more than 18.8 megawatts of load.

So, therefore, we have our 2B requirement here. So, we've got an excess of 1.6 megawatts from the month of April through June and September through October. This is also an everyday need from 9:00 a.m. to 4:00 p.m., which is about seven hours.

So, one thing to note here is that June appears in – June appears in both the low-load day and the peak-load day. And this is due to June – part of the month may have a low-load profile and part of the month may have a high-load profile. So, it really depends on the time of month. And you may be called on either/or.

Anyway, moving on to the customer composition for Huron Bank One, it's mostly residential, making up 84 percent of – and it is also has – contributes 72 percent of the peak-day demand.

So, moving on to our last project. Our last project is, as you could see to the right, the Santa Nella Bank One and New Feeder. What I want to note here is that there are actually three needs associated with this project. So, I'll go through each of those needs.

And the first one is the need that appears on the Canal 1102 feeder, which is a 12.47-kv feeder off the Canal substation, (30) (inaudible) (I think). And you can see that as the orange line coming out of the triangle there. This is a summer-peaking area with 636 amps of normal operating capacity.

You could see that the need here is significantly smaller than what we've seen before. It's about 0.6 megawatts, and we're requesting it from June through August for about six hours between 1:00 and 7:00 p.m. during the weekdays.

And the customer composition of Canal 1102 is mostly residential. And 62 percent of those residential customers contribute to the peak-day demand, and about 36 percent of commercial and industrial customers contribute to the peak-day demand.

So, the second need (that needs to be resolved through) this project is the Canal 1103 feeder feeding off of the same bank, Canal Bank Two, also summer peaking. This has a slightly lower operating capacity at 570 amps.

So, the need here is also – give it another second. OK. The need here is a little long. Again, it would be eight hours. So, the table is split up into three rows again. And there is the option to either go into the eight-hour or the four-hour time blocks. And there is also the flexibility in the offer size, again, whether to bid into the whole 2.6-megawatt need or half of it at 1.3 megawatts.

This need occurs from June through September and must be a weekend and a weekday need from 12:00 p.m. to 8:00 p.m. And the customer composition here is similar to Canal 1102 – 94 percent residential. And 89 percent of that residential – of those residential customers contribute to the peak-day demand.

The last need that must be met through this project is the Ortiga Bank One need. And Ortiga substation represented again by the (inaudible) triangle here. There's two feeders off of it, which are the green and purple lines. This is a summer-peaking area. And the normal operating capacity of this bank is 15.8 megawatts.

So, the need here is shown in Requirement 3C. That would be a 2.2-megawatt need. There is flexibility, again, to go for half of that, which is 1.1 megawatts which would be seven hours between 1:00 p.m. and 8:00 p.m. And this would be from June to August.

Customer composition – before we go there, I wanted to note that the total 5.4 megawatts of deficiency or need that's in Santa Nella Bank One and New Feeder is some of the needs we just went over for Canal 1102, Canal 1103 and Ortiga Bank One, which was 0.6 megawatts, 2.6 megawatts and 2.2 megawatts for a total of 5.4 megawatts.

And on the slide, there is, again, the customer composition for Ortiga Bank One. Eighty-four percent are residential customers. And we've got a good chunk of residential customers making up the peak-day demand as well as commercial and industrial customers. And with that, I'll hand it up back to Sandy.

Sandra Burns: Great. Thanks, Tasnia. So, I'm going to give you an overview of the solicitation. And this is just a summary of the RFO design, the eligibility requirements and the form contract. And for those of you that participated in our DRP RFOs last year or our IDER RFO this year, the RFO will look very similar.

So, we are procuring distribution capacity only – so, just distribution capacity for distribution deferral. We are not purchasing any other market products like resource adequacy or energy or renewal energy credits. And those remain yours to do with as you wish. And we are looking for offers with either a six- or seven-year delivery term, depending on the project location and depending on the start year, either 2021 or 2022 for Santa Nella.

So, Tasnia described the different hourly needs at each location. And we've used those, as we presented, to set up predetermined offer sizes so that we can combine offers to meet the need at each location. So, you can submit offers of different sizes. But, for each offer, they need to be the same amount for each need. And there is no limit to how many offers you can submit.

But, I would like to emphasize that to the extent you are able, we encourage you to submit at least one offer that addresses the entire combined need at a particular location because we need to fill the entire need at a location in order to defer the substation upgrade.

Turning to what kind of projects are eligible to bid, it can be any distributed energy resource, distributed generation, energy storage, energy efficiency, demand response or electric vehicle. And you can be either front of the meter or behind the meter. You can offer one technology or a portfolio of technologies. And you can offer one resource or an aggregation of resources.

So, in terms of measurement and verification, we are asking that you submit an M&V plan with your offer. And this is not a concern for front-of-the-meter projects because we'd expect them to use a (Kaiso) meter. But, it is more of an issue for behind-the-meter projects. And in some cases where a comparison to a baseline might be used to measure performance, this could require a customized approach.

OK. In terms of interconnection, you obviously have to commit – you have to connect to one of the specified lines or feeders that are fed from the local substation. And we're not requiring any particular status in the interconnection process. But, we do want you to demonstrate that regardless of your status, you can meet the interconnection requirements and be online by 2021 or 2022, as required.

And we want to ensure that the resources we're getting actually will feel the identified need and we don't want to double count megawatts that we – that may already be there or that we're expecting to show up in the future. And we don't want to double pay for megawatts that are already there and paid for.

So, you have to demonstrate in your response to the questions in Appendix B5 how your offer is incremental. And I have a little more detail on incrementality in the next slide. There are basically two methods that were adopted in the CPUC decision. And the first one is called Method Four. And that's basically a demonstration that the resource is not already sourced through another method and, then – or another channel.

And, then, we have what is called Method Five, which is that the resource is already sourced through an existing program or tariff that it can provide an incremental service that we are not already getting from those existing programs and tariffs. So, this slide just gives you some examples of how we apply the incrementality rule.

So, fully incremental resources are not already sourced through another program or tariffs. And, as examples, it could be a new energy efficiency technology that we are not already doing, or it could be an add-on to an existing resource such as the addition of dispatchable storage to an existing PV resource.

And, then, on the other end of the spectrum where you're not incremental at all, if you're already fully wholly sourced through another program or tariff and you're not providing any additional service – and that could be a rooftop PV resource that's already compensated under NEM or an existing resource that's compensated under, say, SGIP that's not offering any additional service such as dispatchability.

OK. So, let's turn to the contract. Again, this just lays out at a high level the obligations that are contained in the tariff. But, you really need to read the whole contract to make sure you fully understand your obligations. So, the product you are providing is distribution service in accordance with the operating parameters. And the contract has a list of the hours that you're required to be available for dispatch and the days of the week and the limitations on how many times we might need to dispatch you during particular months.

So, you're committed to be available to either reduce load or, in the case of Huron, potentially increase load between particular hours with day-ahead notice. And you're free to monetize other revenue streams and you're free to operate the resource how you want outside of when we call you and outside of the restricted periods.

And the restricted periods generally tend to be right adjacent to the hours we need you. So, for example, if we are asking you to reduce load, say, from 5:00 to 9:00 p.m., there might be a restricted period that says you can't charge and increase load like right – say right before from four to five or right after where we are pretty close to our loading limits.

OK. So – and, then, like I said, we're going to dispatch you by 8:00 a.m. the day ahead. You can operate however you want if you are not dispatched. And, then, you are also required to provide us real-time visibility into your performance so that we know that you're delivering.

And, then, turning to key elements, how are we going to pay you? So, this is a reliability product. So, it's really critical that you deliver when we call you and that you are available to adjust your load during those time periods.

So, for dispatchable resources, we have a fixed and a variable price. And for non-dispatchable resources, we have a fixed priced only. And your fixed price or your fixed payment in any month is basically your contract capacity times your contract price if you deliver like you're supposed to.

And, then, that payment is adjusted based on whether or not you delivered when we called upon you. So, if you delivered 100 percent of the time, then your delivered services adjustment factor would 1.0 in the table and you'd get your full payment. But, once you drop below 90 percent in any given month, that table shows there is a fairly substantial reduction in your payment.

And you're basically going to get a 50-percent reduction if you're between 80 and 90 percent for the month. And if you're below 75 percent, you're going to face either a zero payment or you might actually owe us money because we really depended on you for distribution reliability and there are financial consequences if you don't deliver in any month.

So, this slide on customer acquisition responsibility is for behind-the-meter projects only. So, you as a seller are solely responsible for making sure you require the customers to meet the capacity requirement. And you can remove or replace or change out customers in the program during the deliver term as long as you've done it safely and it meets the other requirements like they still have to be on the same feeder and they have to meet meter incrementality criteria.

And any marketing materials that reference PG&E are subject to written approval by PG&E. And you are – you are responsible for making sure you market the customers and sign those customers up. And there may be some customer acquisition support available, which I will discuss shortly.

OK. So, now, turning to performance assurance. We are expecting all bidders to (post) project development and security after we execute agreement. And it's \$40 a kilowatt for new resources and \$25 a kilowatt for existing resources.

And, then, we also hold delivery term security throughout the term of the contract to make sure that you are committed to performing throughout the whole term. And, then, in the event of default, that amount will be used to pay the non-defaulting party to compensate them for any liquidated damages.

And, finally, a few more contractual terms. So, the first one is these contracts are subject to commission approval. So, if CPUC approval has not occurred within six months from the time we file the contract, then either party can terminate the agreement and walk away with no fault.

And, then, we have a series of (judicious precedent) whereby we won't accept delivery until several things have occurred. And that includes the seller needs to have constructed the project and provider certification from an independent engineer that the project is operable and construction is in accordance with the safety requirements.

You have to pass an initial performance test demonstrating that you are capable of delivering at least 85 percent of the capacity you promised. If you

are behind the meter, you have to have provided PG&E with a list of the (sites) and customers that are in their portfolio. And we verified that those customers meet our criteria. And you have to have provided delivery term security.

And then, finally, event of default. So, there are a few key ways you can create an event of default before the delivery term starts. And that's basically failing to meet your online date or failing to meet two critical milestones. And, then, during the delivery term, they basically are (inaudible) with respect to your operation. If you don't deliver at at least 75 percent during the calendar year, that's an event of default.

If the result of a performance test shows that your project is no longer capable of providing at least 85 percent of the contract capacity, that's an event of default. And if you operate outside the bounds on our restricted period for more than three days a year, that's an event of default.

And then, finally, customer engagement support. So, we are offering customer engagement to behind-the-meter customers on a pilot basis. And this could be used to give you a little help in getting customers in the local area signed up.

So, we have – (it is) – we are not charging directly for the service but we are expecting to see a lower price in exchange for PG&E support. And this is a purely optional thing. It's up to you whether you want to consider pursuing an arrangement with us for that.

So, we have three kind of general categories of customer engagement support. That would be co-branding, marketing and outreach to customers, and data access. So, we haven't predefined exactly what those services look like. But, if you want them, we are asking you to provide us a plan and your description of how you would like PG&E to help you. And, then, we will look at how much that might cost us and kind of how we can structure an arrangement. And there won't be any services until we have a signed contract.

OK. And then, finally, what do we do with your offers when they come in? So, when you submit your offers, we look at both quantitative and qualitative

factors. So, the biggest driver is really the cost of the offer relative to the benefit of deferring the (various investments).

So, when we are looking at your offer cost, we are looking at it in terms of all the costs that go with it. So, that's the contract payment. There might be customer engagement support and, then, we have some administrative costs associated with managing the offer.

And, then, on the qualitative side, we look at several things. And the key one is project (viability). We want to know that you're capable of bringing your project online and operating it during the delivery term because we are doing this for reliability. So, we really do care not just about the lowest price but that you are actually commercially viable.

And, then, we will also look at whether you can provide the full need because that might be a little bit easier for us to administer. And, then, we are going to look at things like technology and counterparty concentrations, supply chain responsibility and safety.

So, one thing that's not on here is kind of the renewable versus non-renewable distributed energy resources. So, non-renewable resources are allowed to bid. But, we do have a qualitative preference for renewable (inaudible). OK. So, with that, I'm going to turn it over to Tim Della Maggiore, who is going to talk to you about how you submit an offer.

Tim Della Maggiore: Thanks, Sandy. So, I'm going to spend the next few minutes going over our offer submittal process and walk you through the offer form as posted on our website. As the website states, all offers must be submitted via the online platform PowerAdvocate. There is a link on the website and you see the link there.

As Sandy said at the beginning of the presentation, all offers are due on April 1 at 1:00 p.m. Pacific Time. And, then, you also must submit all your offer materials via a USB flash drive mailed to our IE, Alan Taylor, at Sedway Consulting by April 2. And we will only consider offers that meet the deadline and that are complete.

So, when I say a complete offer, what we're looking for is we're looking for an introductory letter. We have a sample one on the website. It kind of gives you an overview of your company and what you're offering us and kind of a – there's usually a table there to give us a quick glance of what you've offered – a fully-completed offer form, which we want in Excel format and that fully-completed Appendix B, which we'd like in a PDF format.

And, now, I'm going to spend a few minutes to go over the offer form. So, we've talked through a couple of intro slides here. These are just of the different sections in the offer form that I'll run through. And as you open the offer form, in your first tab, you're going to see – it's the Instructions tab.

And, then, you're going to see that yellow bar along the top of the Excel form. You want to make sure you enable the content. And, then, as I said earlier, you want to make sure that you submit your form in Excel. No other formats will be accepted. And as you're filling up the form, you'll see a gray cell that you can't edit because they are calculated and they will be autopopulated.

And the next tab on the offer form is going to be your Create Initial Offer tab. How we have this set up for this RFO is each grid deferral location will get its own offer form. You can – you'll be able to add variance within the same offer form – and I'll show you how to do that in a little bit.

So, if you want to submit an offer for each of the grid – each of the three grid locations, you will only need to submit three offer forms. So, you – there will be this Create Initial Offer button, and you want to click that one first. And, then, you will see this – you will see the three grid candidate deferral locations.

And you will select one of them, and the box will expand to show you a similar table to what Tasnia went through earlier with the different hour options or megawatt options. So, each candidate deferral location will be – have a different set of options there.

So, depending on which one you want – so, if you see in my example here, I clicked on New Lammers and then opened up this box here and, say, I want to submit a bid to 1C – Requirement 1C. I'll click the radio button on the very

right-hand side. I'll click that button and, then, the Create button would then become available to use. I'll click the Create button to create my first offer.

And, then, that will then open up the Excel workbook where you can start populating data. And this offer form – it's a – it's a vertical offer form. So, all your data will be entered in from top down. So, the Candidate Deferral section, that very first gray section, will be automatically populated and cannot be modified. And, then, as I said earlier, you will – if you want to add more variance in New Lammers, there's an option to do that by the Add Variant button.

And if you say you add five or six variants but then you decide you don't want one for submittal, you see that row right there in green, Submit This Offer This Consideration, you can select Yes or No. It defaults to Yes. But, if for some reason you don't want it to be considered, just change it to No. We – please don't delete any columns. (There's) a lot of programming and formulaic work in the background.

And, then, as you go down the offer form, the next set of information we ask if your participant information. We will ask for your complete legal entity name and location, one authorized contact, developer information if it's different and, then, a parent stock company if it's applicable.

And, then, right below that, we will – there will be supply chain responsibility button where we – you can click that button and it will open up a new tab for you. You enter a supply chain responsibility information. And once you're complete with that, then you can click the button on that tab to return to the offer sheet, and it will automatically bring you back to your last location on the offer sheet.

And the next section of the offer form as you're – as you're going down will be the technology types. And this is your front-of-the-meter options or your behind-the-meter options. Right below there, it asks you about the incrementality evaluation, whether your project-specific or your (inaudible) overlap. It's a dropdown. You can choose one of the two options. And that's only for the (EE) options.

Then, below that, it asks you about demand response or load shift and you let us know the hours you anticipate on reducing load or change a load. If it's not applicable, just please put "NA." And, then, the next section – it talks about the PG&E customer acquisition options that Sandy went over earlier. You could choose Yes, No or NA. And these are only available for the behind-the-meter option. So, if (you're) NA, please just select NA.

And, then, as you – depending on what technology you select, we do require that you submit a gen profile. So, if you see that box pop up that a gen profile is required, you need to go to the Gen Profile tab and enter in your gen profile there.

And, then, as you scroll down to the bottom of the offer form, you will get into the Pricing section. And you – depending on which part did you choose, whether it's a seven-year requirement or six-year requirement, you will be able to enter your price here – your fixed price. And, then, if you have a technology that has a variable price option, you would enter your variable price options on the second set there.

And, then, once – that will be the last part of the offer form that you have to fill out. Then, there is one more tab, which the File Name and Save tab. And we ask that you please follow these directions. And you are first required – it will generate the file and then it will automatically create the file name and populate it in that white box right below. And, then, you hit Save File. And, then, it should automatically prompt you to Save As where you can save it locally on your own computer.

Then, once you've done that, you can go back to the Offer Info tab, which is where you enter all the project information. And if you wanted to enter another variant, you click the Add Variant button and that initial dialog box opens up. And it will only allow you to add a variant for that original grid deferral location you choose.

So, I originally choose New Lammers. So, again, we only see the New Lammers options. And you could choose any of the other requirements. You

don't need to do just 1C again. You can choose 1A or 1B. As Tasnia talked about earlier, for 1B, we split the 10-hour need into two five-hour needs.

And if you choose Huron or Santa Nella, there's the different megawatt sizes. So, under the Size column, there will be dropdowns there where you could choose what size you want to bid. I think for one of the Hurons, it's one to – or 3.47 megawatts. So, you could choose that.

And, then, once you choose your – which one you wanted to create a variant for, you hit the Create button and it will add a new column right to the right of your first one. And, then, you just populate the exact same way. And you already have your file name saved, so you don't need to generate a new file name. You just need to hit the Save button again.

And, then, that it for the offer form. And there are some key takeaways I want to just kind of hit on one last time here. When you first open it, we want to make sure you enable the macros. And then, again, as I mentioned, there will be a – you will submit a separate offer form for each candidate deferral location. And within each offer form, you can add as many variants as you want for that location.

We ask that your file name is the same as that prepopulated offer ID. And you pay attention – always pay attention to the units, whether it's kilowatts or megawatts or megawatt hours. And make sure all fields are filled out properly. And if it's not applicable, please put NA. And then – and, then, your data that's in these offer forms should match what we eventually put in the contracts.

And that does it for our presentation for today. We're going to take a brief intermission and we will do Q&A next. We will see if anyone – just a reminder that if you have questions, please submit them now to our RFO mailbox, didfrfo@pge.com. And we will – we will give it a few minutes and answer your questions and we will – the operator will put you on hold and we will – we will come back and answer those questions.

Operator: Once again, we will be taking a short intermission to review the questions submitted via email. Please submit emails to didfrfo@pge.com. You will hear music during this intermission. Thank you, and please stand by.

(Break)

Operator: Ladies and gentlemen, we have returned. The floor is yours.

Sandra Burns: So, I'm going to go through a good amount of the Q&A and, then, I think I have one question that I am deferring to Tasnia. So, the first question was, "To confirm, PG&E will not be providing the site. The bidder must have site control if applicable."

So, I can confirm that it's correct. PG&E will not be providing the site. You don't have to have site control in order to bid. But, you will be required to have site control as part of the contract. You will be – you're responsible for finding the site, getting site control and building your project.

And, then, there were some questions about how we will be controlling the asset. So, the first one was, "Will PG&E be controlling the asset directly?" And the answer is no. We do not have physical control over the asset. We will be issuing you a signal at 8:00 a.m. the day before telling you to dispatch during the hours that you have committed to.

And, then, there is another question about how PG&E will be issuing that dispatch command. And I would say we haven't worked out the technical mechanics of that or the details and that is something that could be discussed during the negotiation process.

And, then, there is a question about incrementality and a desire to confirm that a new NEM – new residential solar plus storage would be considered fully incremental. And the answer to that is generally yes because of the storage piece of it. So, a non-dispatchable NEM or standalone NEM is not considered incremental. But, by making it dispatchable according to the day-ahead operating parameters, that does make you fully incremental. And, then, we have one question that I am going to let Tasnia answer.

Tasnia Qazi. Yes. And that question was our – if we were able to share GIS sheet files of the circuits that correspond with each need. We won't be providing the exact sheet files. But, we do have a live distribution resource plan data portal that currently exists where relevant information can be found. And we will be posting that link directly onto the DIDF RFO website.

Sandra Burns: OK. And with that, we thank you, all, for your participation this afternoon. And we look forward to seeing your offers on April 1.

Operator: Thanks to all participants for joining us today. We hope you found this webcast presentation informative. This concludes our webcast. You may now disconnect. Have a good day.

END