

PACIFIC GAS AND ELECTRIC COMPANY

Moderator: Michael Blaevoet
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OPERATOR: This is Conference #: 1449355

Operator: Hello and welcome to today's webcast. My name is (Amanda) and I will be your event specialist today. All lines are placed on mute for any background noise and today's update conference is being recorded.

Click the button on the lower right hand corner of your screen to view the presentation in the full-screen view. Press the escape key and your key words return to the original view. Public viewing and participation may disable your pop-up blockers. And finally if you need technical assistance as a best practice you should refresh your browser, if that doesn't resolve the issue please press click on the support option for online troubleshooting.

And it is now my pleasure to call out Sandy Burns from the Structure Transition Team with PG&E. The floor is yours.

Sandra Burns: Thank you and good afternoon, everyone. This is Sandy Burns and I am in our Structured Energy Transactions Group and the Energy Procurement Organization at PG&E. And my team is running the DIDF RFO.

So welcome to our webinar for the 2020 Investment, Distribution Investment Deferral Framework or DIDF RFO.

So we are going to turn to the agenda now. So I am joined here by (Mini Damodaran), from our Integrated Grid Planning and Innovation Group, and Michael Blaevoet, also from our Structured Energy Transactions team.

And I am going to take care of the introduction which includes a lot of housekeeping and administrative items. Then I am going to turn it over to (Mini) to talk about the distribution services we need and what we plan to procure. Then she'll turn it back to me to give an introduction and an overview of the RFO. And then I will turn it over to Michael to discuss the nuts and bolts of how to submit an offer.

And so, then we are going to turn to some housekeeping items. So we are not taking questions during the presentation, but we will do a Q and A session at the end. So during the presentation you should email your questions to the DIDF RFO mailbox, at didfrfo@pg&e.com.

OK, and then, so do not use the function on the Power Advocate but simply just email your questions to the box. And so, and then after the webinar we'll post a list of attendees on our website, as well as the Q and A. So if you don't want your name or your name of the company published please send an email to us by Friday at 5:00 PM. And then we'll also post a recording of the webinar on our RFO website within a few days.

OK. So now the disclaimer, so this presentation is intended to provide a summary of the information and requirements set forth in the RFO materials, but you really need to read all the documents carefully, including the form contract so you understand your obligations if you sign a contract with us. And to the extent there are any inconsistencies between the summary information and that we presented here today and what's in the RFO contract, the RFO materials govern.

OK, so everything you need to know, sorry, I'm just trying to wait for the slide to advance. So for this solicitation we have an independent evaluator monitoring our solicitations. And the primary function of the independent evaluator is to make sure that our RFO process is fair and transparent, and that we treat all participants equally. The (IEL) monitors or evaluates what we have done to make sure we've implemented the methodology as we've described it 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 the proposed transaction to the (CPC) and to the (POG) when we file them for approvals. So the (IEC) sees everything. He sees all the offered data and all of the communication of the participants. He listens in to our negotiations. And again, and for this RFO it's Alan Taylor of Sedway Consulting.

OK. So everything you need 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 on the website. So if you have any questions or communications any time during the RFO process you should email them to RFO mailbox and also copy the independent evaluator who is Alan Taylor of Sedway Consulting.

OK, so now just a little background on how we got to the point of issuing the RFO. And it's a pretty lengthy process and we've gone through it at least once now in the last date of cycle. So it starts with the distribution planning process like early in the previous year. In June we filed a report at the (CBC) identifying all our potential distribution upgrade projects. And then in the fall we filed our (DDOR) report where we've identified which projects we thought might be deferrable by (DERs).

And we filed our proposal for which resources or which projects we should attempt to defer in November of last year and that advice letter was approved in December, which brought us to the issuance of the RFO for resources in the corporate area in January.

OK, so I have one last slide on RFO's schedule before I turn it over to (Mini). So as you all know, we issued the RFO in January. We are having the webinar today and you have roughly six weeks from today to submit your offers via Power Advocate on March 15th. And then you also need to send a flash drive to the independent evaluator to be received the next day on March 16th.

A little over a month later, our goal is to have a shortlist and to notify participants if they have been shortlisted for negotiations or if they have not. And then during May to July we'll do our negotiations. If we have cost-

effective transactions, we'll execute them and file them at the (CPC) for approval and our target date there is September 1st.

OK, so at this point I am going to turn it over to (Mini) and she's going to talk about the distribution need in the local area and the services that we are trying to procure to defer the distribution investments.

(Mini Damodaran): Thank you, Sandy, for the great overview and the RFO schedule. As you mentioned, I am going to go over the technical and the operational requirements of one of the project, or one of the candidate deferral projects that we are looking or seeking to bring in the (DERs).

And before we go into the details with the technical and operational requirements let's look at the locational overview and here is a quick overview of where (Corcoran) substation is located. The map on the left-hand side gives you a high-level overview of where the location is. And the map on the right-hand side is not very clear, but I will go over it in a minute in the next slide. The colored location of that map is where the substation is located with the bank and the feeders, and the areas surrounding it is provided just for context to see where this is located. And the little (blurb) which is the colored area is what is highlighted or zoomed in the next slide.

You can actually see the details of the banks and the feeder which is in this slide. You can see that little triangle there is Corcoran bank three where there is the forecast of overloading that's going to happen as well as the various feeders that are connected to that bank, so Corcoran 1112, 1116 and 1118 with the different colors are indicated on that map. It is a 30 MVA transformer bank at (Corcoran bank three). I have a map on the right-hand side that shows where the two substations are. The actual need is identified in (Corcoran bank three), the upper orange triangle, however, we have a planned investment in (Alpaugh) substation which is what you see in the lower orange triangle. And the table below is a quick overview of what the deferral megawatt and the in-service date is.

So, the next slide is actually the technical and operational requirements. We arrived at this based on engineering analysis looking at load forecast data,

temperature data, as well as looking at various other information such as local knowledge from the distribution area engineers. Based on that we have identified 4.4 megawatt of need that is forecasted in Corcoran bank three and the three feeders that they are looking to solve the need are Corcoran feeder 1112 at 2.3 megawatts, and the rest can be distributed to 1112, 1116 and 1118. OK. Can we go to the next slide, Not yet.

I want to go over the details in the table before we jump to the next slide.

Sandra Burns: Just go, OK.

(Mini Damodaran): OK, all right. I want to point out that the months we are looking at is June through September which are the summer months when the forecasted overloading is anticipated and the number of days are 113 days, and between the hours of 3:00 PM and 10:00 PM for about seven hours. OK.

What we have here in this slide is hourly load forecast in the summer of 2028 when there is an overloading as you can see. I know this is a busy slide, I just would like to go over some of the details in here. What we see here on the X axis are the hours, and on the Y axis is the load, and the various colored load curves are for the different summer months. For example, the dark green, I don't know if it's visible, but it is for the month of June. And between the blue lines is the duration or the block that we are looking for the 4.4 megawatt need that needs to be solved at this bank. And the next slide is pretty much similar to what you see in here. It's also an hourly load forecast but it's now for the feeder - Corcoran 1112. And as you can see it's - OK.

Sandra Burns: We are having a little bit of a delay in advancing the slides, so bear with us.

(Mini Damodaran): All right, it's there. All right, I was mentioning that this is the hourly load forecast but now it's at the feeder level. It's Corcoran feeder 1112 and we noted that there is an overload of 2.3 megawatts and the load profile looks very similar to the bank load profile. Again, the hours are on the X axis and the load is on the Y axis.

Now what else can I point out – one thing I wanted to point out is the red dotted line, it's actually the capacity of the (facility) which in this case is 11.8 megawatts.

All right. Next, we will be looking at Corcoran feeders 1116 and 1118, both of them are provided just for reference. And one thing I wanted to point out, it's a very flat curve indicating that there is some constant load and in this case it's agricultural pumping that's going on, both in 1116, as well as Corcoran feeder 1118 which is served by (these feeders), OK.

Until now we've been looking at forecast data. I will be going over some of the historical information to provide more details on these feeders. For example, next, we will be looking at customer composition served by all these feeders. And the...

Sandra Burns: (Coming).

(Mini Damodaran): Customer composition served by feeder 11-12 is coming up, and what you see here is a table that has the customer class which is residential, commercial and industrial, as well as agricultural customers, and the next column has the customer account and also the peak demand on a particular date in 2018. For example, it's July 19th that there was peak that occurred at the bank, so I've used that same date to look at the customer composition, as well as the load profile, which I will go over in the next slide.

Before we jump to the next slide I want to talk about the percentages. A big chunk of this particular feeder has residential customers and hence the pie is larger for that class in the pie chart to the left, and you can see a big chunk of the load comes from those customers, which is again displayed in the pie chart to the right.

And what we have here is on the X axis are the hours and on the Y axis is the peak demand on July 19th of 2018. And each of those colored sections are the customer class. And broken down by hours to see how much of the contribution comes from residential, commercial, industrial, as well as agriculture customers. OK.

And the next few slides are similar information as we have seen for this feeder, but it's for feeder 1116, as well as 1118. For example, customer composition that is fed by (Corcoran) feeders 1116 we'll see that a big chunk of the megawatt or the load demand is contributed by the agricultural customer, as you can see in the pie chart on the right. The pie charts are another representation of the data that's in the table below. The gray area is the one that's contributed by the agricultural customer.

The right-hand side of the pie shows the demand and the left-hand side shows the number of customers on that feeder. OK.

And in the next slide we will see that it's a very flat load profile because we have agricultural activities which is pumping going on at the feeder. And it's provided in the next slide. Sorry, there is a delay, but it's coming. OK, there it is.

So, the grey area you see here is demand that's going on from the agricultural customers. And it's provided for reference, if there are (DERs) that need to come in you know ahead of time what kind of load or a customer class is on these feeders. OK.

And the next one is customer composition, at (Corcoran) feeder 1118, similar information provided for this feeder. The table below gives us the count of the customer by class in residential, commercial, industrial, and agricultural. And the last column shows us the megawatts, so the peak demand.

In that case it was 8.28 megawatts of load and you can see that in this graph where a big chunk of it is from agricultural customers as opposed to the other customers, which is a smaller portion of it.

The next few slides I would like to give a (DER) overview of what is currently available or already installed at this feeder, as well as what's been forecasted to come live on these feeders. OK. I believe I've picked the historical data from 2018. And again, this is a busy table, but I wanted to point out that the left-hand side has the historical 2018 (DER) installation and on the right-hand side is what is forecasted for the (DERs) that is coming live.

For example, in this case there is a two megawatt of solar or PV already at the feeder and the peak demand is about nine megawatts which we had seen earlier. And in 2022 there's going to be an approximately 0.6 megawatt of PV installation that's been forecasted.

And the next slide actually has similar information for the (Corcoran) feeder 1116. To give you an overview of the (DERs) already installed and (DER) such as photovoltaic, or energy storage, or energy efficiency or (EV) electric vehicles that's going to come on here.

All right. What we see here is about 3.42 of solar is already installed at the feeder and about 0.06 megawatt of PV has been forecasted to come live in 2022.

And I believe the next slide would be my last slide here which would give you the (DER) overview for (Corcoran) 1118. And, as seen before we would see that there is a load forecast, I'm sorry, not load forecast but the (DER) that's going to be installed at the last historical (DER) on that feeder. In this case it shows 1.22 megawatts of PV and the 0.025 megawatts of PV forecasted for later.

At this point I would like to hand it over to Sandy to go over the solicitation overview. All right.

Sandra Burns: Great. Thanks, (Mini). So, I am going to give you an overview of the solicitation and this is really a summary of the RFO design, the products we are buying, the eligibility requirements, the form contracts and how we are going to evaluate your offer.

And for those of you that have participated in our DIDF RFO last year or IDER RFO, the RFO is going to look very similar. So we are procuring distribution capacity only, so just what we need for distribution deferral. We are not purchasing any other market products like resource adequacy or energy, or renewable energy credits. And those remain yours to do with you as you wish. So we are looking for offers that have seven-year delivery terms beginning in June of 2022.

So (Mini) described the hourly loads at each location. So what we are doing is we are buying seven-hour block in June to September and we've set up predetermined offer sizes so we can combine offers. And Michael will tell you a little bit about that in the offer form, but we need a minimum of 2.3 megawatts at 11-12 and then an additional 2.1 megawatts, to be located anywhere on those three feeders.

So turning to what kind of projects are eligible to bid, it can be any distributed energy resources, distributed generation, energy storage, energy efficiency, demand response or electric vehicles. And you can be either in front of the meter or behind the meter. And you can offer one technology or a portfolio of technologies. And you can offer like one resource or an aggregation of resources. But to the extent possible, we really encourage you to try and submit an offer that meets the full 4.4 megawatt needs.

So in terms of measurement and verification, we are asking that you submit an (MMV) plan with your offer. And this is not a concern for front-end meter resources because we expect you to have a (KISO) meter but it may be more of an issue for behind the meter projects, so in some cases where there may be a comparison to a baseline priority area installation that we need to use measured performance, we would like to ask that you submit a plan for how we do that and it might require a customized approach.

So in terms of interconnection you have to obviously commit to one out of three feeders that are fed from the substation. And we are not requiring any particular status and interconnection process, but we do want you to be able to demonstrate that regardless of where you are in the process you can meet the interconnection requirements and be online in 2022.

OK. And we also want to ensure that the resources that we get are actually going to meet the need and we don't want to double count megawatts that may already be there or expecting to show up. And I have a slide about this on the next page on incrementality. But you have to demonstrate in your response to the questions of Appendix B like how your offer is incremental.

So there's basically two ways that you can do that according to the (CPC) decision. The first one has to do with how you have been sourced.

So you can either pass the test that says your resource is not already sourced through another method or another channel, or another program. And if you don't pass that screen, like if the resource may already be sourced through an existing program, then we look at whether the resource is providing an incremental service that we are not already getting through existing programs and tariffs. And this slide just has some examples of that.

So a fully incremental resource might be a new energy efficiency technology that were not already employing, a new program or it could be an add-on to an existing resource such as the addition of dispatchable storage to an existing PV resource. Similarly, if it's a resource that's just on (SGIF) that allows us to – it basically makes itself dispatchable to meet the obligations of the contract that would be considered incremental as well.

OK, so let's turn to the contract. And these couple of slides just lay out a high-level view of the contract, but again, you really need to read the whole thing to make sure you fully understand the obligations that are in there.

So the product that you are providing is distribution service in accordance with the operating parameters. So the contract would have a list of hours, in this case June to September 3:00 to 10:00 PM that you are required to be available for dispatch and the days of the week that you have to be available and the limitations on how many times we might call you during the particular month. So if you are committed to either generate or to reduce load and we'll give you a day ahead notice at 8:00 in the morning.

You are free to monetize other revenue streams and you are free to operate the resource how you want outside of the delivery periods when we call you. OK. And then turning to the next page which is the key element of 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 respond to our dispatch during those time periods.

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

And then that payment is adjusted based on whether or not you delivered when we called you. So if you delivered a 100 percent of the time, then your delivered services adjustment factor is one and you got your full payment.

But once you drop below 90 percent in any given month, then the table shows that there is a fairly substantial reduction in your payment. You are basically going to get a 50 percent reduction if you are between 80 and 90 percent for the month, and if you are below 75, you are going to either face a zero payment or you might actually owe us money because we really depended on you for distribution reliability and there's financial consequences if you don't deliver in any month.

OK. So the next slide we are turning to on project site and customers is really focused on behind the meter projects. As a seller you are solely responsible for making sure you acquire the customers that you need to meet the capacity requirements. And you can remove or replace or change our customers in the program during the delivery term as long as you've done it safely and it meets other requirements like you have to be on the same (tier).

Marketing materials at reference to (PG&E) are subject to prior approval. And again, you are responsible for getting the customers and signing up those customers. OK.

So turning to performance assurance, this is standard in all our contracts. We are expecting all bidders or all projects with signed contracts to post project development security after we execute the agreement and it's approved by the (PUC). And it's \$40 a kilowatt for new resources, and a 25 for existing resources.

And then we also hold delivery term security throughout the term of the contract to make sure you're committed performing throughout the whole

term. And in the event of defaults and that amount can be used to pay, to compensate for any liquidated damages.

OK, and then finally a couple more contractual terms, so we have several conditions precedent in the contract. Just waiting for the slide to advance. OK. Well, the first one in the contract, the first condition precedent is it's subject to commission approval.

And if (CPC) approval has not occurred within six months from the time we filed the contract then either party can terminate agreement and walk away with no fault. It doesn't happen automatically but either party is free to walk if we waited more than six months.

We also have another series of conditions precedent whereby we won't accept delivery and start paying you until several things have occurred, and that includes the project needs to be complete and constructed, and certified by an independent engineer that the project is operable and construction is in accordance with safety requirements.

You have to pass an initial performance test demonstrating that you are capable of delivering at least 85 percent of the contract capacity that you promised. And if you are behind the meter, you'll need to have provided us with the list of the sites and customers in your portfolio.

OK, and then finally, event of default, so this early termination provision that we have in the contract is new from last year. We realize that there's a fair amount of uncertainty associated with the interconnection. And then also like sellers don't have interconnection studies in many cases at the time we sign the contract.

So we've added an early termination provision in here. So if within 120 days, so the seller has an option to terminate the contract early if the interconnection study results are not received or they indicate interconnection cost or beyond the pre-specified threshold that we agreed to in the contract. And if you terminate early for that reason, then you're subject to a reduced damages payment.

And I will say here too, what this provision really encourages you to do is apply for interconnection right about at the time we execute the contract and then you should have your study within 120 days after execution. And I'll also note that because this is a constrained area, it's probably not likely to work through the fast track process, so we would encourage you to get in to the (closure) process or the independent study process about the time of contract execution so we can have a study.

And then finally, event of default, once the contract is signed, it is an event of default subject to termination and payment of damages if you fail to meet two critical milestones, if you fail to meet your online dates and then during the delivery term, if you average less than 75 percent of what we ask of you during the year, that's an event of default. And if the result of your performance tests show that you can't deliver at least 85 percent of contract capacity that's an event of default.

OK, so then finally, we'll turn to evaluation. So what is it that we do when your offers come in? So when you submit your offer, we look at both quantitative and qualitative factors. And the biggest factor driving our decision is really the cost of the offer is a quantitative. It's the cost of the offer relative to the benefit of deferring the new feeder in this case that we would otherwise build.

So we look at the fixed and variable cost in terms of your contract payment plus our administrative cost associated with managing the contracts. And I'll note that we will have posted on our website the cost of the traditional investment and the deferral value to give you an idea of whether it's even worth your time to bid.

And then in terms of qualitative factors, we look at primarily project viability. We want to know that you're capable of bringing your project online and operating it during the delivery term because we're doing this for reliability. So we care about the lowest price, but we also care whether you're commercially viable.

And then we're going to look at other factors like your ability to serve the full need because it will be easier for us to administer. We're going to look at things like is it a viable technology, counterparty concentration, what's the supply chain responsibility and safety.

The other thing we look at is whether you're renewable versus non-renewable. Non-renewable resources are allowed to bid in this RFO, but we do have a qualitative preference for renewables. OK, and with that, I am going to turn it over to Michael who's going to talk to you about how to submit an offer.

Michael Blaevoet: Thank you, Sandy. I will be giving an overview of the offer submittal process as well as all of the required documents that you need to complete and submit with your offer package.

So all offers must be submitted via the online platform Power Advocate and only accepted registrants are allowed to submit offers. So you can go ahead and register through the Power Advocate link provided on this webinar slide. The link is also provided on our RFO webpage and PG&E strongly encourages all registrants to get set up in Power Advocate all in advance and submit all offer packages leading up to March 15th, as there's a sharp deadline of 1 PM.

And in addition to the March 15th submission deadline through Power Advocate, all offer materials need to be physically delivered to the independent evaluator on a USB flash drive no later than March 16th at the address provided on the webinar slide. And PG&E will only consider offers that are fully complete and submitted by the deadline.

So next I'll be going over a few of the required offer package documents for each submission. So in each offer package, the – each offer needs to include an introductory letter and in this letter, you will be providing sort of an overview of your company and a description of the offer for each need location that you're submitting for. And the offer form which is the Appendix A will be in Excel format and then there is some supplemental information as well in Appendix B which needs to be submitted in PDF format.

So now, we'll go over the details of the offer form itself. Anyone who participated in the last RFO, this will be fairly familiar with the format and structure of the offer form. There are a few slight variation which are mainly due to only having one deferral, distribution deferral need for this RFO. So a few of the – this is an overview of the different sections of the offer form that I'll be discussing.

So it's very important that all of the offer forms enable macros. There is a lot of utilization of macros within the workbook that for the offer form. So upon downloading and opening the workbook for the offer form, make sure to enable content as instructed on webinar slide. And then it will need to be saved and submitted in Excel SP format. No other formats will be accepted.

So in the offer form, the first tab provides an overview of the instruction and there's a cell legend which is very important to add here too. So all cells that are colored in orange are required inputs and once you have entered information into the orange cells, they'll turn to green which indicates that fields have been completed and all grade out cells and fields either represent information or fields that are referenced altering the offer form.

So the first tab that you're going to use to create your offer is the Create Offer package tab and as mentioned previously, the formatting is going to be slightly different. In this solicitation, there's only one deferral location, so offers for all three of the grid locations can be included in a single offer form.

So once you have clicked the Create Offer package button, you'll be prompted to select, make a selection from a dropdown for the first location that you would like to create an offer for. And once you've selected one of the grid need megawatt values from one of the dropdown list, you need to click the radio button that corresponds with that particular grid need location and then after that, you can click the Create button and your offer will be initiated. And there's also a note there that you'll be able to make additional selections for offers at other feeders after the initial offer had been created.

So the inputs for each offer starts from the top of the workbook and in a single column. So when you have created a new offer, make sure that the field scene

on the slide has been set to yes to indicate that that particular offer will be eligible for our review. For instance, if you created an offer that you no longer would like for us to consider, you would select no in that field.

So in this section here, the offer form, all participants need to input their information. So you need to input your company's contact information and all of the ownership information related to entity that will be transacting for this RFO.

And it's also very important that the (inaudible) stations section is fully completed as each of these fields are required to be filled out for the participants to remain qualified and eligible in this RFO and for their offer package.

And then moving to the project specific information, so all offers will be utilizing the technology neutral pro forma agreement. So that field has automatically been populated and as an (Grey) has mentioned previously. So the technology pipe input will need to be selected from a dropdown menu and then if energy efficiency has been selected, what we have an option that the participants can select for the basis of evaluation for incrementality.

So each offer can be either evaluated on a project specific basis or a pre-specified 20 percent overlap factor which was previously mentioned. And then for demand response or load shift, technology type offers, the hours in which load will be reduced needs to be indicated in this section as well. And for a few of these technology types, a generation or load profile will need to be entered in one of the following tabs which will be discussed shortly.

Moving on to the next slide, we will talk about the offer pricing. And as mentioned previously, the sixth capacity pricing will be on a dollar per megawatt per month basis. And for all technology types besides in front of the meter renewable distributed generation which will be non-dispatchable or behind the meter energy efficiency or behind the meter permanent load shift will not be including a variable component to their pricing.

And so we added in this – to this RFO, we added an option to indicate whether your offer pricing can be applied to in grid need megawatt range

outside of the dropdown selection that was made for each offer. The primary goal of adding this option was to allow flexibility for potentially updated load forecast in the future or if PG&E decides to procure some sort of buffer.

So here, we have the generation of load profile that needs to be completed for front of the meter renewable distributed generation which would be non-dispatchable or behind the meter energy efficiency or behind the meter permanent load shift offers. And the section that has the orange fields are the hours in which the megawatt would need, valued need to be satisfied as indicated in the offer.

Moving on to the next section of the offer form, the next tab is the supply chain responsibility input and so one thing to note here is that there's five sections for supply chain responsibilities and depending on the selection from the initial dropdown, additional fields may appear and all of the fields that do end up appearing will need to be filled in and highlighted in green to be deemed complete.

And here in the next slide, we have the filename which is very important that all of these instructions are followed. So for each filename, you'll need to select the generate filename button. This will create a customized offer filename for your particular offer which will be used for the submission of your offer package.

So in addition to creating – going through the whole process of creating an offer, before you end up submitting your offer, you can, in the same offer form, you can create a new offer. So on the offer info tab, in the top-left part of the tab, you'll be able to select Add Offer and that same grid need location table will appear and you can go through the process of submitting a new offer for another location.

And once you've gone through and selected another grid requirement that you'd like to submit an offer for, the information for that offer related to the selected feeder will appear in a column next to the initial offer that you created. And you can go through and submit all of the same information.

There are some great out fields that did not need to be filled out more than once, so certain fields will be copied over to this column.

So a few takeaways from the offer form, you'll need to make sure to enable macros in the Excel file. That's critical to be able to utilize all of the functionality of the offer form. Only a single offer form will need to be submitted for all grid need locations that you intend on submitting an offer for. And you'll need to make sure that the filename that (inaudible) for the workbook is the same as the pre-populated offer ID that I just went over.

And another thing is to make sure that your units are correct, so please be aware of how the units for your submission whether they're kilowatts or megawatts and all fields need to be completely filled out and all orange fields need to be converted to green throughout the workbook for that workbook and offer form to be deemed complete. And one last point, all the data in the offer forms should be consistent with the information that you intend on signing in a contract.

So at this point, the webinar discussion has been complete and from here, we'll be moving on to an intermission. You can submit questions to our RFO mailbox which is didfrfo@pge.com and we will take a few minutes to review your questions and follow up with a Q&A and address all of the questions that we've received in our inbox to the extent that we're able to at this time.

Sandy Burns: So we'll take about a 5 to 10-minute intermission depending on how many questions we get. So we'll go mute for a few minutes, review the questions in the box and then come back with answers in about 5 to 10 minutes.

Operator: Thank you, speakers. Operator, please transfer us back to the speaker conference for the intermission.

(Audio Gap)

Operator: Excuse me, speakers, you are now live.

Sandy Burns: Great. So this is PG&E and we're back. We got a few questions, so thank you for that. I will make one announcement that you'll see on our website. It

was pointed out to me that our offer due date of March 15th, it turns out it's a Sunday and we thought we had checked that in advance. But anyway, so we'll be posting an update on the website with an offer due date of Monday, March 16th.

OK, so now I'm going to answer the first question and then I'm going to let (Mini) answer a couple of the other ones. The first question refers to the protocol and a list of technologies and basically ask do I have to be a DER to participate in the RFO?

And the answer to that question is yes, we're following commission direction to seek Distributed Energy Resources for the purpose of distribution deferral. So the definition of Distribution Energy Resources is fairly broad, but you do have to be a distributed energy resource to participate.

OK, and now (Mini) had some questions she was going to answer about the need that the specific feeders at Corcoran.

(Mini Damodaran): Right, yes. As I had mentioned during the presentation, we are looking at solving 4.4 megawatts at the bank and in particular 2.3 must be met at (Corcoran) 11 and 12, but the rest can come from 11-12 or others. It doesn't have to be that they have to be divided in different portions like the question was asking, OK?

And the next question I see here was regarding different substations having excess headroom. And we have already looked all this and before we come up with our capacity need at (Corcoran) substation or the bank. And so the answer is, I guess no.

The last one I have here is regarding a feeder and having a tie or a switch to other banks and in the other substations. We have already taken a look at these, for example, we have looked at load switching or any transfers before going through the DNA and DDOR and arrive at these needs. So we've already done or consider transfers ahead of time before we come up with these needs.

Sandy Burns: OK, so that was all the questions we got. If at any time during this RFO process, you have additional questions, you can submit them to the RFO mailbox. And with that, we will conclude and look forward to seeing your offers in March. Thank you.

Operator: Thank you for joining us today. We hope you find this webcast presentation informative. This concludes the webcast. You may now disconnect and have a great day.

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