Pacific Gas and Electric Company

Moderator: Izzy Carson
November 19, 2018
2:00 p.m. PT

This is Conference #1384906

Operator: Hello and welcome to the 2018 Winter Regional Renewable Choice Webinar. 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.

If you would like to view the presentation in a full screen view, click the full screen button in the lower right-hand corner of your screen. Press the escape key on your keyboard to return to your original view.

For optimal viewing and participation, please disable your pop-up blockers. And finally, should you need technical assistance, as a best practice, we suggest you first refresh your browser.

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 Izzy Carson. Izzy, the floor is yours.

Izzy Carson: Thank you, (Christina). My name is Izzy Carson and I'm PG&E's Procurement Lead for the Regional Renewable Choice Program. I want to welcome you to today's bidder's webinar.

To start, I just wanted to note that this program was formerly known as Enhanced Community Renewables, which is the regulatory name for the program. PG&E's brand name for the program, Regional Renewable Choice, or RRC, is how we will refer to the program throughout today's presentation.

Besides myself, you'll also be hearing from my counterpart from our Customer Energy Solutions team, Dana Koefoed, as we overview the program. Additionally, Amanda Villar will be talking us through the offer form and offer submittal process, and Sandy Burns will discuss the offer evaluation methodology.

Once we finish the presentation, we'll have a break. And during that time, we'll collect all the questions that are submitted to the RFO mailbox. Once we've gathered all the questions, we will have a Q&A session at the very end of the presentation.

The purpose of this webinar is to give you information on this Regional Renewable Choice Request for offers, which launched on November 13th, last week. We will not be discussing any of the other procurement programs, including the RRC sister program, the Green Tariff Program, otherwise known as PG&E's Solar Choice.

If you have any questions throughout the presentation, please send them to gtsrprocurement@pge.com and we'll collect them for the Q&A session at the end.

Depending on the level of questions we may not get to all of them during the Q&A portion of the webinar, so a full transcript of the questions and answers will be posted to the Regional Renewable Choice website within a few days of this webinar. If we don't get to your question on the webinar, it will be included in the Q&A on the website.

We will also be posting a list of all the attendees on our website. If you do not want your name or company published, please send an e-mail to gtsrprocurement@pge.com by the end of the day on Wednesday the 21st. The slides and audio of this webinar will be posted to the website as well.

This presentation is meant to be summary level only. We will not be getting into all of the detailed information of the program, but more will be presenting on the main highlights governing the solicitation and some of the unique components to the Regional Renewable Choice program.

To the extent that there are any conflicts between what's discussed during the presentation and the RFO materials, the RFO materials will govern.

We highly encourage everyone to read the protocol and review the PPA documents prior to submitting an offer. If you have any questions on any of the solicitation documents, we encourage you to reach out to us and get clarification before you submit your offer.

Some of the information received in the solicitation is required to be submitted to the CPUC, and some information is made public as part of the CPUC's Renewable Auction Mechanism decision. By participating in this solicitation, you are giving PG&E the authorization to disclose the bulleted items you see here.

Now that we've set stage for this webinar, let's do an overview of the program. I'll hand it over to Dana to discuss some of the program specific requirements.

Dana Koefoed: Thank you, Izzy. The Regional Renewable Choice Program is under the umbrella of the Green Tariff Shared Renewables or GTSR program, which is comprised of two related but distinct programs.

The main difference between the two programs is that the Regional Renewable Choice is a developer driven program in which developers are directly seeking customers to enroll in a portion of the output of a specific project they are developing.

Slide nine takes a look at the GTSR program as a whole. There's 600 megawatts allocated to GTSR statewide, and PG&E's portion of that total is 272 megawatts. There is no further allocation or bifurcation of PG&E's 272 total megawatts between the Green Tariff and RRC programs.

Note that almost 55 megawatts have already been procured under PG&E's Solar Choice program towards the 272-megawatt cap. The remaining capacity for both programs is approximately 217 megawatts of the 272.

Forty five megawatts have been reserved for Environmental Justice projects and 45 megawatts were reserved for residential enrollments. And just to clarify, 52.75 are towards PG&E's Solar Choice program and 1.66 towards Regional Renewable Choice.

This slide aims to take a closer look at the structure of the Regional Renewable Choice program. You can see that there is a transaction between three parties: developers, customers, and PG&E.

In the top right-hand corner of the slide, you'll see that PG&E has a power purchase agreement with the developer as we would in our other procurement programs.

The main difference here is that developers are seeking enrollments and revenues directly from customers and the utility only pays the developer under limited circumstances in the PPA for what's called unsubscribed energy. I will talk more about this later in the presentation.

Developers have a transaction with individual customers called the Customer-Developer Agreement. In this transaction, a customer is subscribing to a portion of the project and paying the developer directly for their subscription. PG&E is not a party to this agreement, and we will not know the financial arrangement between the developer and customer.

Finally, PG&E will still be providing a separate energy statement for each enrolled customer with the credit based on the calendar month output of the customer's subscription level to the project. Note that this is a separate statement from the billing transaction that occurs between the customer and developer.

The first program's specific requirement to discuss is the Green-e compliance aspect of the program. Under our Senate Bill 43, the Regional Renewable

Choice program is required to be Green-e certified as administered by the Center for Resource Solutions.

The program is driven by the renewable energy project developers and they take on the responsibility for marketing the projects directly to customers. And as such, they are agreeing to comply with the Green-e Energy environmental and customer protection standards.

Green-e Energy compliance requirements include guidelines on all product marketing and an obligation to provide end-user customers with accurate and sufficient disclosures regarding the project.

More information can be found on the Green-e website in a document called the California Enhanced Community Renewables Information for Developers and Generators. This document goes into greater detail on the specific requirements from Green-e.

Next, I will be discussing the marketing materials review process. This is related to the Green-e Energy compliance with some additional elements. The CPUC's final decision on the GTSR program states that PG&E must review developer marketing materials before they are used to market to customers.

As such, developer marketing materials must comply with Green-e Energy developer requirements mentioned on the last slide.

Specifically, developers marketing materials must comply with the Green-e Energy developer requirements, the California Public Utility Commissions Community Choice Aggregation Code of Conduct, which includes marketing and outreach requirements relative to Community Choice Aggregation, they must be truthful, accurate, and not false or misleading, and PG&E's disclaimer and logo usage guidelines must be used.

Developer marketing material submissions will be made to PG&E and must include all materials a developer intends to use for phase I of community interest or phase II, the customer enrollment phase.

There's more detail about the distinction between these two phases and the Green-e guidelines. At a high level, phase I is a customer expressing interest in the program and phase II is a customer committing to enroll in a transaction.

The second item that a developer must include in their submission is the marketing compliance attestation, and the third is the summary of all claims and factual statements made in the marketing materials.

Submissions can be made to solarchoicemarketing@pge.com. Just for a little added context, Green-e does support and plays a significant role in this review.

Moving forward with the program specific requirements, the community interest requirements entail that a developer must provide documentation that community members have done one of two things, either committed to enroll in 30 percent of the project's capacity or provided expressions of interest in the project sufficient to reach 51 percent of the project's capacity.

The distinction between committing to enroll and providing expressions of interest is detailed at the bottom of the slide. And there are additional disclosures that a developer must make for the commitment to enroll for the 30 percent of the project's capacity.

The second element of the community interest requirement is that the demonstration of interest must be at least 50 percent and one-sixth from residential subscribers.

The third is that projects from three megawatts to 20 megawatts have a minimum number of required subscribers but should increase as project size increases by at least one customer for each additional megawatt of project capacity.

For example, three subscribers for three megawatt projects, but 20 subscribers for 20 megawatt projects. Note that municipalities or counties may provide a guaranteed subscription rate to demonstrate community interest.

This guarantee is subject to the requirements listed above. For the purpose of community interest, the community members and subscribers must be located within the same municipality, county or 10 miles of the project's address and they must meet the eligibility requirements as defined in the customer tariff, which is the E-ECR tariff.

For the program's final CPUC decision, PG&E is seeking a total of 45 megawatts of Environmental Justice (EJ) projects and has a preference for projects located in designated E.J. areas in the solicitation project.

Environmental Justice areas were determined using the CalEnviroScreen tool 3.0, and PG&E has posted a list of eligible E.J. census tracks on its website.

E.J. projects will compete in their own bucket for this solicitation and will be evaluated separately from other offers. Note that to participate in the RFO, projects must be located in an eligible census track and be sized between half and one megawatt.

Decision 17-07-007 modified Decision 15-01-051 to replace the requirement to obtain a securities opinion from an AmLaw 100 firm list.

The lawyer is primary responsible for the issuance the opinion has, within the last eight years, practiced federal and California Securities Law as a significant portion of their practice, meaning at least five full-time years, and such experience including registered or qualifying offering or sales of securities, effecting private placements of securities, and/or advising issuers or sellers of securities with respect to exemptions from qualification and registration requirements.

The lawyer primarily responsible for the issuance of the opinion is licensed to practice law in California and the lawyer's license is active and not under suspension. The law firm issuing the opinion carries a minimum of 10 million in professional liability insurance coverage that includes coverage for securities practice.

The unique structure of the PPA payment is the last program-specific requirement to discuss. Because the intent of the program is for developers to get revenues directly from customers, the payment structure and the contract between PG&E and the developer has been modified to reflect the circumstances in which PG&E pays the developer under the PPA.

If the developer is unable to obtain customer's subscriptions for any portion of the project's output in a given month, PG&E pays for what is referred to as unsubscribed energy.

But the price at which PG&E pays for unsubscribed energy is dependent upon the project's customer subscription level in a given month. The price at which PG&E pays for unsubscribed energy depends on the contract year and if the developer has met the minimum subscription requirement designated for that contract year.

If the developer has met the minimum subscription requirement, the developer is paid the PPA price bid into the solicitation for any unsubscribed energy.

If they do not meet the minimum subscription requirement, then the developer is paid the lesser of the RRC contract price or a market value of energy known as the Default Load Aggregation Point or DLAP plus a $10 REC value.

Let's look a few examples to see how this works. The minimum subscription requirement in the first contract year in any given month is 45 percent. Let's say a project is only 40 percent subscribed in March, in the first contract year. PG&E pays for all unsubscribed energy for that month, in this case, 60 percent of the project output.

But at what price? Since the developer did not meet the minimum subscription requirement of 45 percent, the payment will be the lesser of the RRC contract price or the DLAP plus a REC value.

In the second example, let's say a couple months go by and the project is now 60 percent subscribed during the month of May as the first contract year. The project exceeded the minimum subscription level during the month of May but this means it still has 40 percent of the project unsubscribed.

Since the project exceeded the 45 percent minimum subscription threshold, the payment for the remaining 40 percent of unsubscribed energy is at the RRC contract price.

Finally, in the third example, the project is a 100 percent subscribed by customers in June of the first contract year, which means that there is no payment from PG&E to the developer.

Izzy Carson: Now that we've done an overview of the program, let's look a little more closely at the solicitation. For this Winter 2018 RRC RFO, PG&E has a 197.59 megawatt procurement target, less any megawatts from executed contracts resulting from the 2018 Summer RRC RFO.

There are two buckets that projects will fall into, one for Environmental Justice eligible projects and another bucket for otherwise eligible RRC projects. There are three product categories within each bucket, As-Available Peaking, As-Available Non-Peaking and Baseload.

The product categories align with the delivery profile regenerating resource. Please see the PPA for further information. Note that PG&E is not accepting any offers for storage in the RRC program.

Looking at the RFO schedule, you'll see that the solicitation launched on November 13th and we are currently holding the bidder's webinar. Offers will be due by 1:00 p.m., Pacific Standard Time on December 13th.

PG&E will be notifying selected and wait-listed participants of their status by February 4th, which will then trigger the 60-day demonstration of community interest requirement.

On February 11th, participants that wish to continue will need to submit signed PPAs and required documentation through Power Advocate. Participants will need to complete the demonstration of community interest requirement and submit the securities opinion requirement by April 5th.

After PG&E verifies the demonstration of community interest documentation, the target execution of contracts is May 10th and the target filing of the advice letter for approval of the contracts, a month after that.

I want to highlight for you that we have an Independent Evaluator or I.E. that will be monitoring all of the activity in this RFO. The I.E. is tasked with monitoring the evaluation process to ensure fair and equal treatment of all participants.

They will ensure that we use the methodology that's described in the solicitation protocol and it's also the IE’s responsibility to report on the process and proposed transactions to the CPUC when we file PPAs for CPUC approval.

The I.E. may review all offered data, in addition to communication with participants. The independent evaluator is Arroyo Seco Consulting, and the contact information for the I.E., Lewis Hashimoto, is located on the slide.

Projects can be any RPS-eligible technology sized half megawatt to 20 megawatts, or for Environmental Justice projects, half megawatt to one megawatt.

They must be located in PG&E's service territory and connected to PG&E's distribution or transmission system. To be eligible to bid, the project must be a new generating facility and either have an executed interconnection agreement or have a phase II interconnection study or equivalent.

The project can be energy only or have partial or full capacity deliverability status. Note that all solicitations launched in 2019 and beyond will require that projects have full capacity deliverability status to participate in an RRC RFO.

Projects have 36 months to achieve commercial operation with a six-month permitted extension. Sellers can also elect 10, 15 or 20-year contract term. But the transactions can be full buy or sell only, as excess sale arrangements are not permitted under this program.

Continuing on with eligibility. Projects that have received CSI or SGIP incentives are not eligible to participate. At least one member of the development team must have completed or begun construction on a project of similar technology and capacity.

A New to the Winter 2018 RFO, participants must also outline and submit the specific role and contribution of that development team member as part of their offer. The project must employ technology that's currently in use and participants must have a 100 percent site control for the project at the time of offer submittal.

PG&E is also requiring that participants have completed the marketing material review process at the time of offer submittal to ensure the developers are ready to market when the clock for the demonstration of community interest starts.

Participants have 60 days from that notification date to meet the demonstration of community interest and securities opinion requirements.

With regard to deliverability, PG&E does not require nor does it have a stated preference for deliverability for the 2018 Winter RRC RFO. Projects may bid in as energy only, partial deliverability, or full capacity deliverability.

As mentioned earlier, all solicitations launched in 2019 and beyond will require that projects have full capacity deliverability status in order to participate in an RRC RFO. If a project does bid in as partial or fully deliverable, it must meet the deliverability date submitted on the offer form or face penalties or default under the PPA.

Note that PG&E will review the timing of when the offer is likely to achieve the offer deliverability status for eligibility. Please review these provisions in the PPA if you are considering a bid as a deliverability project.

Note than an application for the CAISO's annual deliverability assessment does not qualify unless the project has a deliverability finding at the time of offer submittal on December 13th.

Now we'll turn to the power purchase agreement and look at RRC specific language and we'll also go over some standard RAM PPA terms.

So the contract for the RRC program uses two documents. The first is the unmodified form RAM 6 PPA, which is the underlying contract, and the second is the RRC rider that works with the RAM PPA and acts like an amendment to the underlying RAM PPA.

The terms in the RRC Rider modify the terms in the RAM PPA. When we refer to the RRC PPA, we are referring to both documents that work together.

The terms and conditions of both documents have been approved by the CPUC and are non-negotiable. Again, what I'm about to review is summary level and should not replace reviewing the RAM PPA and the RRC Rider.

Now, I'll highlight some of the key provisions in the Rider. As Dana mentioned, RRC developers must meet all Green-e Energy national standard requirements in addition to Green-e Energy marketing requirements. The developer must also agree to complete sign and return the Green-e Energy tracking attestation for electricity and RECs.

Some of the terms in the rider include language about the developer's obligations with Green-e, which Dana discussed earlier. Additionally, the rider includes representations, warranties, and indemnities that relate to the seller's transaction with customers, but again, PG&E is not party to that agreement.

The Rider also includes provisions to protect the customer that are required in the customer developer agreement. Customer protections such as buyer beware and customer complaint provisions are included, pursuant to Decision 15-01-051.

As we discussed earlier, a legal opinion is still a requirement prior to execution of a PPA and a securities opinion must state that the project complies with securities law and that the IOU and its ratepayers are not at risk for securities claims associated with the project.

Also outlined in the rider is the seller's election of a transaction type. Only full buy sale arrangements are allowed due to the variability of generation under excess sale arrangements, which serve outside load before delivering to the grid. As such, this provision of the standard RAM PPA has been removed as a customer protection.

In the underlying RAM PPA, the performance assurance and damage payment provisions were formerly based off of calculating expected revenues. But because revenues come directly from customers in the RRC program, these provisions were modified to be fixed value calculations that you see on the slide.

Projects have 36 months from the time of CPUC approval to achieve commercial operation with a six-month permitted extension. And the last thing that I want to point out in the Rider is the time of delivery factors, which are consistent with the approved TOD factors approved in the 2017 RPS plan.

So we'll continue reviewing some of the standard RAM PPA terms and conditions. Here, the seller must deliver all product to PG&E, which is all of the energy produced by or associated with the facility, plus all of the renewable attributes, RECs, capacity, and green attributes produced by or associated with facility.

As mentioned, commercial operation must occur within 36 months of CPUC approval, and any failure to meet the GCOD after permitted extensions is an event of default, which allows PG&E to terminate the PPA and collect any related damages.

The seller must agree to a minimum quantity for the guaranteed energy production, or GEP, from the project. Failure to meet GEP may result in damages or an event of defaults. Sellers are also required to have systems in place to respond to electronic signals to curtail energy.

And finally, sellers must curtail energy deliveries and respond to curtailment orders from the CAISO or PG&E. We encourage you to review the curtailment section of the PPA to understand unto what circumstances the seller will or will not be paid for curtailment orders, subject to subscriptions levels. Now I'll hand it over to Sandy to walk through the evaluation methodology for the RFO

Sandy Burns: Thank you, Izzy. So I'm going to describe the evaluation methodology we use when your offers come in. The first thing we do is screen the offers and make sure they meet all the eligibility criteria that Izzy described.

And that would include things like reviewing whether you're offering an eligible renewable product, or that you're connecting to the system and PG&E service territory , or that you have the appropriate interconnection studies or equivalent.

Once we screen out anything that's non-compliant, we apply our least cost best fit methodology. And this methodology is the same methodology that we use for all our renewable procurement RFOs. So if you participate in those or have been on a webinar, this methodology will look very familiar, there's nothing new here.

In fact, this methodology was documented in our 2014 RPS RFO and it hasn't changed since then, it's basically a cost benefit methodology and we use this as a means of ranking projects. The absolute value of the net market value is less important than the relative value of the offers to each other and where they rank relative to each other.

We start with a calculation called the net market value, which I'll describe on the next slide. That methodology is similar for all three utilities and it has the same components as defined by the CPUC.

OK, so in interest of not burdening you with too much information, I'm going to focus on net market value today. This is a formula for the net market value and it's a formula that's been adopted by the CPUC. It looks at the costs and benefits of your offer in the context of how it compares to other products that can be purchased on the market. So the benefit is the first part of the equation, which is the positive numbers, and the costs are the remainder and that's the part that's getting contracted out.

The benefit comes from avoiding the purchase of a comparable product from the market. The energy benefit is the benefit of avoided costs of purchasing energy and it reflects our forecasts of the location specific energy prices, those account for congestion and losses.

It also considers the fact that energy prices can go negative and we might be paying for curtailment when prices go negative. The capacity value is the value of the R.A. that we get from your project.

If your project is fully deliverable or partially deliverable and you're providing some R.A., then that's less R.A. that we have to procure from the market. There's more on that, coming up in another slide.

Ancillary services are only associated with resources that are fully dispatchable and not for interment resources, so the value is zero for renewables. And then on the cost side, it includes a PPA price that's paid under the contract.

It also includes costs that are incurred by our rate payers that are attributable to your offer, even if they're not part of the contract price. And those costs are the transmission network upgrade and renewable integration. The transmission costs are the T in the equation and they're identified in your interconnection study.

So, the reimbursable network upgrades are ultimately paid by our customers, so we include the reimbursable network upgrade cost in your offer.

So on the slide, you can see a little bit more detail about how we do it. And to be clear, there's no specific requirements to provide R.A. and be deliverable and we don't have specific preference for whether you're fully deliverable or partiallyy deliverable, it's all about the costs and the benefits.

On the cost side, we look at the reimbursable costs from your interconnection study and since those costs ultimately are going to customer rates, we add them to your bid price. And if it's an energy only resource, we just look at the reliability network upgrades. If you're a deliverable resource, we look at reliability network upgrades, plus any delivery network upgrades.

On the benefit side, we start by calculating the past value in the year that you commit to being deliverable. Andwe would calculatethe R.A. value by looking at the Net Qualifying Capacity, or NQC, of your resource and multiplying that by the cost of purchasing the capacity on the market.

And NQC measures how much R.A. value your resource can qualify for. The methodology that we use to estimate that amount is called the Equivalent Load Carrying Capability or ELCC.

The net qualifying capacity of a wind or solar is less than 100 percent of your resource name plate capacity, since the equivalent part of ELCC refers to equivalent relative to a perfect megawatt of capacity.

The other part of the equation is the cost of the R.A. megawatt that we would purchase if your resource wasn't there. So when our portfolio was long on R.A., like it is now, and R.A. prices are low, the capacity value calculates out to a low number.

So anyway, just to reiterate here, while the value of a fully deliverable resource might be somewhat higher than an energy only, the cost might be higher too, due to the network upgrades.

So that's why we don't have a specific preference for one or the other in this RFO. So anyway, that is our least cost best fit methodology in a nutshell. And again, nothing new here, it's consistent with what we have in all our previous RFOs.

So now, I will turn it over to Amanda who will talk about the mechanics of submitting offer.

Amanda Villar: All right, offer submittal process and offer form. Offers must be submitted via the online platform at the Power Advocate website. Registration is required in order to submit an offer.

You can register through the Power Advocate sight at the link displayed on the screen, which you may also find posted on our PG&E Regional Renewable Choice website.

The offers submittal deadline is at 1:00 p.m., Pacific Standard Time, on Thursday, December 13th. Power Advocate will not accept offers beyond the 1:00 p.m. deadline. PG&E strongly encourages you to register well in advance of the offer due date and will only consider offers that, as of the submittal deadline, are complete and conforming offers.

Offer submissions that are missing any of the required documents outlined in this section will not be accepted. Only correction of clear administrative errors will be allowed to this offer form after it is submitted. PG&E reserves the right to reject any offer if the offer form has a substantial number of errors.

By submitting an offer into this RFO, each participant is required to abide by the confidentiality obligations specified in the protocol.

The following are some keys to a successful proposal. Sellers may choose to bid a single project with up to four variations. Variations include size, delivery term, fixed price versus escalating price and full or partial capacity deliverability status versus energy only.

Be sure to submit a competitively price offer, price refreshes are not allowed. Also be sure to submit a complete offer, including your most recent interconnection study or agreement as applicable.

The Regional Renewable Choice protocol outlines the documents required as part of the offer package and specifies the format for each. Required documents for offer submissions are listed here, and include the offer form, demonstration of experience, PPA cover sheet, appendix, site control questionnaire and attestation, acknowledgment and commitment of site owner, if applicable, interconnection study and single line diagram.

Please confirm that your documents are in the specified Excel, PDF, or Word format prior to submitting your offer package. The RFO website for the Regional Renewable Choice solicitation provides all necessary documents and instructions to submit an offer into the solicitation.

Please take a moment to note these two e-mails. All communication should be directed to gtsrprocurement@pge.com. Be sure to copy the independent evaluator at arroyosecoconsulting@gmail.com on any correspondence. A copy of these slides will be posted to our website as well.

The offer form is structured with the following tabs. We will go through the majority of these in subsequent slides. The tabs displayed at the bottom of the screen here are shown as they appear on the offer form.

We'll start first with the instruction tab. We want to emphasize the importance of enabling macros before you start. Many of the cells within the offer form are linked and will display an error message or will lock the cell entirely if macros are not enabled.

Again, please be sure to enable macros when opening the form and before any entries are made. Please save and submit the form in Microsoft Excel binary, ending in .XLSB format.

Each cell with the yellow background must be filled out. Once complete, the yellow background will disappear. Once all the yellow fields have been completed, the word "complete" will show at the top of each page.

Prior to submitting your offer form, please double check to ensure the word "complete" appears at the top of each page. There is also a validation tab that will show the status of each page and whether the offer form, in it's entirely, is complete.

Please include at least one authorized contact in the developer information section. Note that the contact listed will be copied in e-mail communication with PG&E.

In the counterparty section of this tab, the legal entity entered should be the legal name that would be signing the PPA if the project were to be selected. The tab also requires evidence that one member of the development team has completed at least one similar project, with a similar technology and capacity.

Specific role in contribution of that team member on the submitted project should be included in the outline, including links to project information submitted as Microsoft Word.

The developer experience tab also includes several attestations and affirmations specific to this RFO. Please be sure to read through each of these.

These include agreeing that no substantial changes will be made to the marketing plans or materials reviewed by PG&E, agreeing that the participant will have to comply with the demonstration of community interest and securities opinion requirement if awarded.

The product description tab will allow you to detail the specifics of your project. Please note that the number of inputs required is listed on the top of the page, circled here for reference. As the required yellow cells are completed, the number of missing inputs listed at the top of this screen will go down. Once every cell has been completed, this section will show complete.

A couple of fields that we want to highlight on the product description tab are shown here. If partial or full capacity deliverability are selected, be sure to fill in the deliverability date based on your interconnection documentation.

Additionally, the average pre-time of delivery price shown here grayed out will be automatically populated after a calculator is run on the generation profile tab. And please be sure to fill in the interconnection details in the required electrical interconnection section.

On the energy pricing tab, select either fixed or escalating for the pricing type. Fixed pricing requires inputting only the first year price, while escalating pricing requires first year and annual escalation rate. Note that the grayed out cells will be automatically populated after the calculator is run on the generation profile tab.

This tab asks the participant to provide a generation profile forecast of the projects average daily net output energy generation production stated in megawatts by hour, by month and by year.

Once you've entered a generation profile, hit the green calculate button. This will populate dependent fields in other tabs. Last is the file name tab, which is a new addition to the offer form.

Please carefully follow the instructions on this tab to create a unique file name for each offer form file to be submitted. The file name should be generated after you have finalized the rest of the form and just prior to actual submission. I'll hand things back off to Izzy.

Izzy Carson: Thanks, Amanda. I'll go ahead and talk through some of the interconnection details. So, interconnection requests are governed by PG&E's Rule 21, PG&E's wholesale distribution tariff, or CAISO's tariffs.

As outlined in the protocol, Rule 21 is not applicable for this RFO. The wholesale distribution tariff is applicable for projects connecting two lines under 60 kV and then the CAISO tariff would be applicable for connections to lines at 60 kV or above. Within these tariffs there are three different study processes: fast track, independent study and cluster.

Projects eligible for fast track that did not impact the system greatly can pass the basic screens of an initial review. However, a supplemental review may be required if the basic screens did not provide enough detail.

A pass of either of these reviews is equivalent to a phase II study. Projects that are not eligible for fast track or do not pass supplemental review can be studied under the independent study process.

A system impact study is equivalent to a phase II. If additional scope, detail, and costs certainly are desired, a facility study can also be performed. Under CAISO's independent study process, the system impact study and facility study are performed at the same time.

Cluster studies are performed in two phases, allowing interconnection customers to make changes between the two. As mentioned previously, the solicitation requires a phase II or equivalent study at the time of offer submittal.

This slide just summarizes the timelines for the three different study processes, which can take between one month for a pass in the initial review up to a couple of years for the CAISO cluster phase II study process.

Interconnection agreement, negotiation and execution typically take about four months. So for example, in the fast track study process, which is designed really for energy only interconnections, there are four key steps to go through in order to get phase II or equivalent.

For the independent study, there are about six key steps, and you have to go through the facility study step to be equivalent to the phase II. For a cluster study process, you have to get through the whole process to get through the phase II study, which occurs in the second year of the process.

That phase II study would also have a network upgrade estimate that we would use to evaluate the cost of network upgrades and evaluated in the year of your bids.

All right. So that is the end of our presentation. We'll take a quick intermission here, about five minutes or so to run through some of the questions that have come into the gtsrprocurement@pge.com mailbox. If you have any additional questions, please e-mail them now. When we return shortly we'll go through those questions and answers.

Hi there, so welcome back. We did receive a couple of questions into the mailbox over the intermission and we'll just go through those now.

So the first question we received was, how many megawatts where shortlisted in the last RRC RFO?

The last RFO, or Summer 2018 RRC RFO is still ongoing and the shortlist is not public information at this time. Any projects that were shortlisted have not been executed yet and won't be until early next year.

The second question is, what is the capacity of this RFO? So this RFO has a 197.59 megawatts target less any megawatts from executed contracts that result from the summer RRC RFO. So once we have those executed contracts, they will be deducted from this total and the remaining will be what's available for the winter 2018 RRC RFO.

Dana Koefoed: Will the expression of interest require customer account information? The short answer is yes. An expression of interest must include all completed fields, costumer names, street address, county, account number, service agreement I.D., and subscription level.

We can also help to work with customers, either the program team at regionalrenewablechoice@pge.com for any accounts or if it's a commercial costumer to help connect them to their business energy solution account rep to help identify this information.

Izzy Carson: The next question that came in is can a large project over 20 megawatts bid in a portion of its generation in order to stay under the required thresholds? Project eligibility for this RFO is capped at 20 megawatts.

So the project cannot be over 20 megawatts, and if it's part of a larger project, the 20-megawatt portion would need to be separately metered in order to be eligible for the solicitation?

The next question that came in is, when will an attendance list for this webinar be issued? We have a 48-hour window to allow participants to let us know if they do not want to have their information posted. So we're waiting till the end of the day on Wednesday, the 21st.

If you don't wish to have your name and company information posted, please be sure to e-mail us before the end of the day on Wednesday so that we can be sure to not include you.

It looks like we have one additional question come – just come in. So apologies for the delay, we're just reading it now. OK.

Dana Koefoed: So, the question is if a developer has load that it wants to designate to off-takers or subscribers to fully subscribe an eligible project, can that developer participate in this RFO without fulfilling the marketing process obligations?

As for the Green-e requirements that are outlined further in the developer requirements that we listed previously in the slide deck, in order to be able to market to customers both for community interest and at the time of enrollment, those marketing materials must be approved by Green-e and PG&E.

You can submit your marketing materials to the solarchoicemarketing@pge.com and we'll work with you to complete that process.

Izzy Carson: All right. And that concludes all the questions that have come through in the mailbox. We want to thank you for joining us today.

If you have any further questions that occurred to you after you log off, please send them to the GTSR mailbox, and please remember to copy the I. E., Lewis at arroyosecoconsulting@gmail.com. We look forward to your participation in the RFO. Thank you.

Operator: Thank you to all of our participants for joining us today. We hope you found this webcast presentation informative. This concludes our webcast, and you may now disconnect. Have a great day.

END