



Start time: 3:03 PM PST

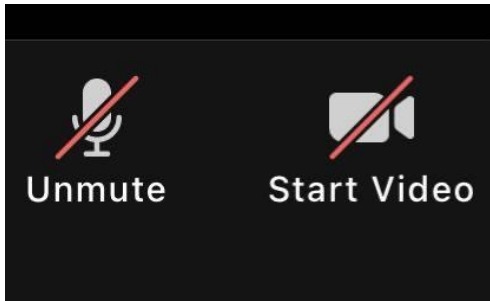
SDCP Solar for Our Communities

Request for Offers (RFO) Webinar

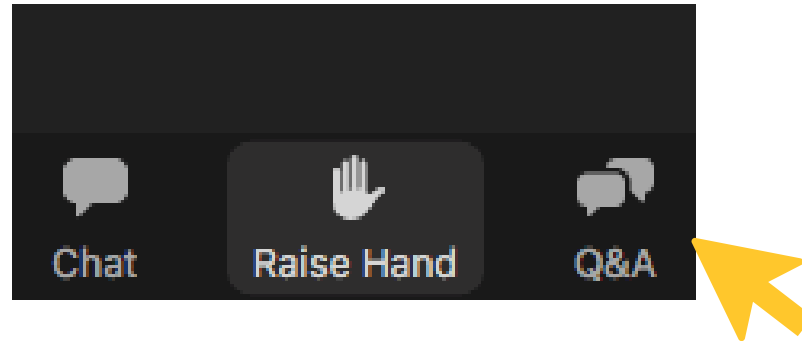
October 18, 2023



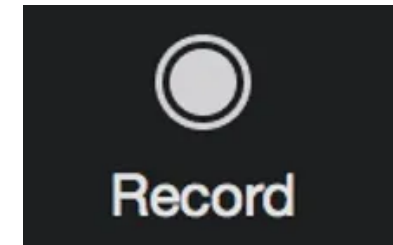
Housekeeping



Audio & Video are disabled



Please use the **Q&A** box to submit questions



The webinar will be **recorded**, and slides & FAQs posted on the [SDCP webpage](#)

Agenda

- 1 Introduction to SDCP**
- 2 About SDCP's Solar for Our Communities Programs**
- 3 RFO Overview**
- 4 Submission Requirements**
- 5 Q&A**

1

Introduction to SDCP

SDCP Panel



Xiomalys Crespo
*Community Engagement
Manager*



Morgan Adam
*Senior Local Development
Manager*



Tessa Tobar
*DAC-GT & CSGT Program
Lead*

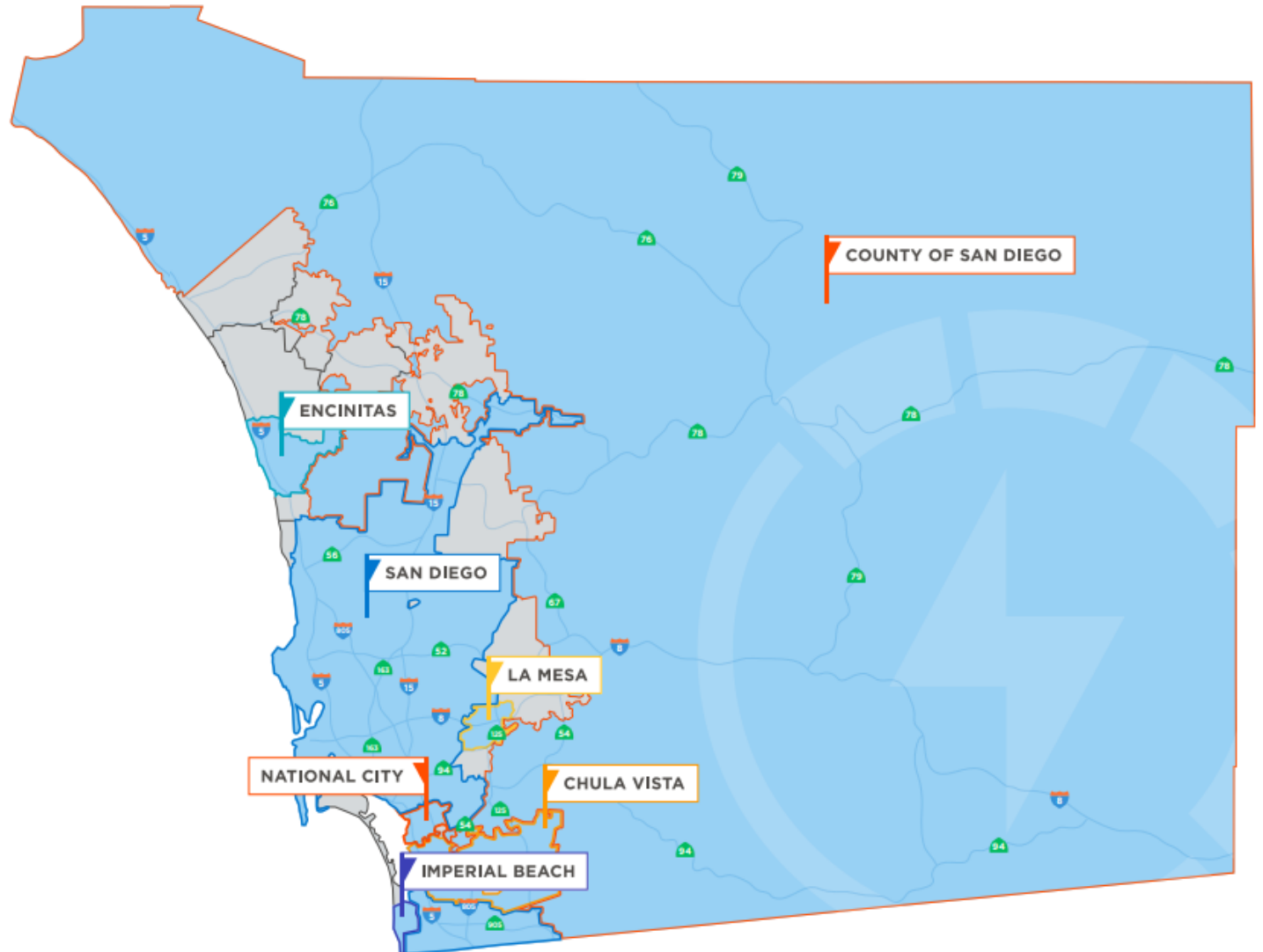


Victoria Abrenica
Program Associate

SDCP Service Area

San Diego Community Power is a not-for-profit public agency bringing you cleaner energy at competitive rates.

We provide reliable, affordable electricity to nearly 1 million customer accounts in the Cities of, Chula Vista, Encinitas, Imperial Beach, La Mesa, National City, and San Diego as well as the unincorporated communities of the County of San Diego.



How it Works



SDCP

Buys electricity from renewable sources

SDG&E

Delivers power and maintains the grid

You

Cleaner power, local control and competitive rates

**About SDCP's
*Solar for Our
Communities*
Programs**

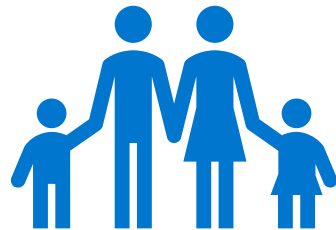
Background

- In June 2018, the CPUC approved [D.18-06-027](#) which created the Disadvantaged Community Green Tariff (DAC-GT) and Community Solar Green Tariff (CSGT) programs (SDCP Solar for Our Communities)
- In November 2021, SDCP was allocated **14.39 megawatts (MW)** under DAC-GT and **4 MW** under the CSGT programs, **making SDCP's program the largest allocation in the state.**
- In October 2022, Staff submitted a [Tier 3 Implementation AL](#) to become a Program Administrator of the DAC-GT and CSGT programs and seek approval of an Implementation Plan.
- SDCP expects to fill SDCP's eligible program capacity allocation under the DAC-GT and CS-GT programs over multiple RFOs. This RFO is the first of SDCP's DAC-GT and CSGT program RFOs.
- The "SDCP Solar for Our Communities " brand will be used with customers, however, since solicitation materials reference the CPUC approved programs (DAC-GT and CSGT), these names are used throughout this presentation.



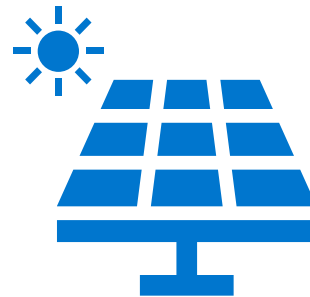
Solar for Our Communities: Overview

COMMUNITIES OF CONCERN



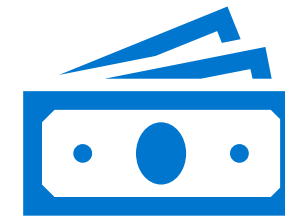
Designed to increase renewable energy generation among residential customers in DACs per [CalEnviroScreen 4.0](#).

100% RENEWABLE



Offers **100% renewable energy** to residential customers who are eligible for the California Alternate Rates for Energy (CARE) or Family Electric Rate Assistance Program (FERA) discounts.

BILL SAVINGS



Provides an additional **20% discount** on the electricity and delivery portion of the customers' bills compared to their otherwise applicable tariff (OAT).

Disadvantaged Communities (“DACs”)

The CPUC has defined eligible DACs as census tracts that either:

- Score at or above the **75th percentile** (i.e., scoring in the top 25 percent statewide) in the current CalEPA CalEnviroScreen 4.0 on a statewide basis, or
- Are one of the census tracts that score in the **highest five percent** of CalEnviroScreen’s pollution burden, but do not have an overall score.

SDCP has over **40 eligible census tracts** located in Chula Vista, National City, and the City of San Diego.

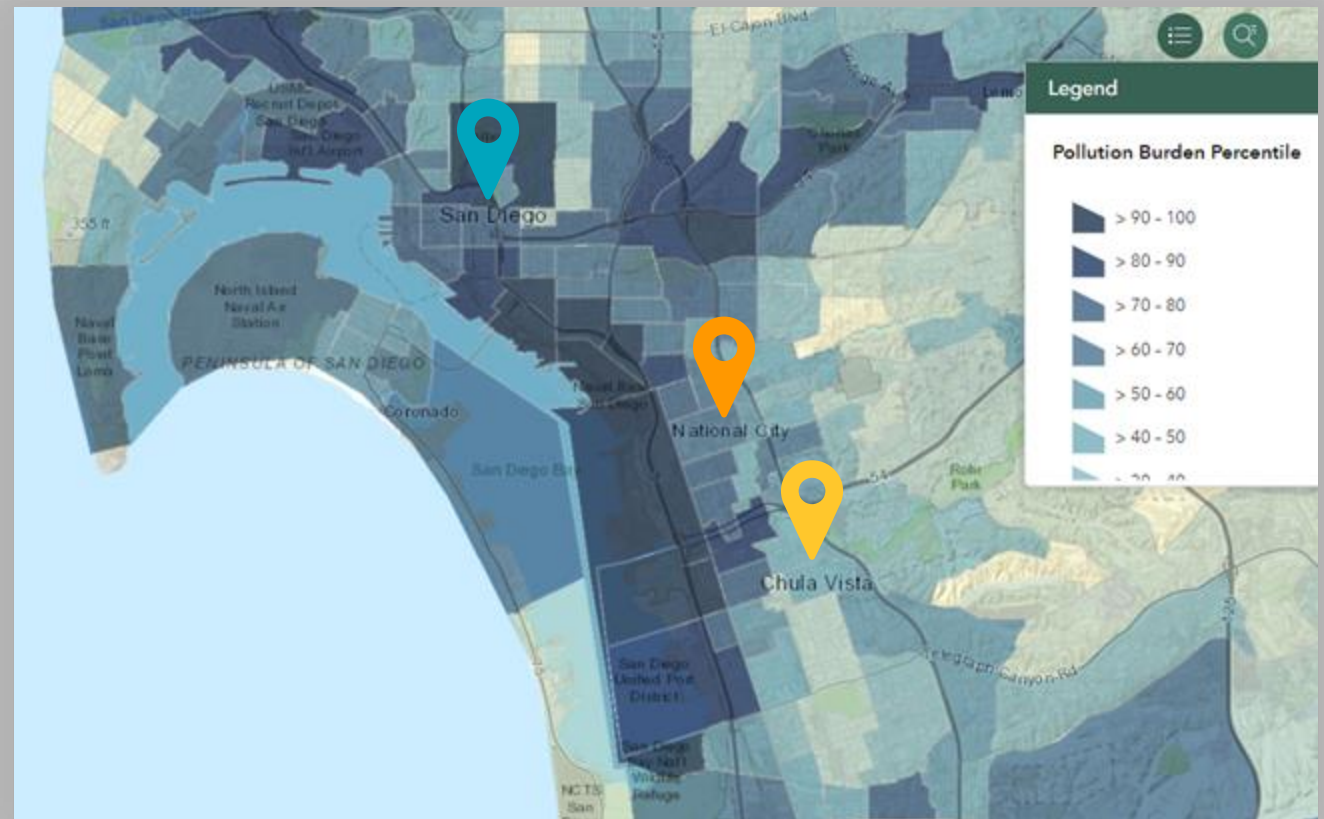


Figure 1: Qualifying Neighborhoods in SDCP Service Territory

Solar Discount (DAC-GT) Program Overview

Solar Discount (DAC-GT) Program Overview

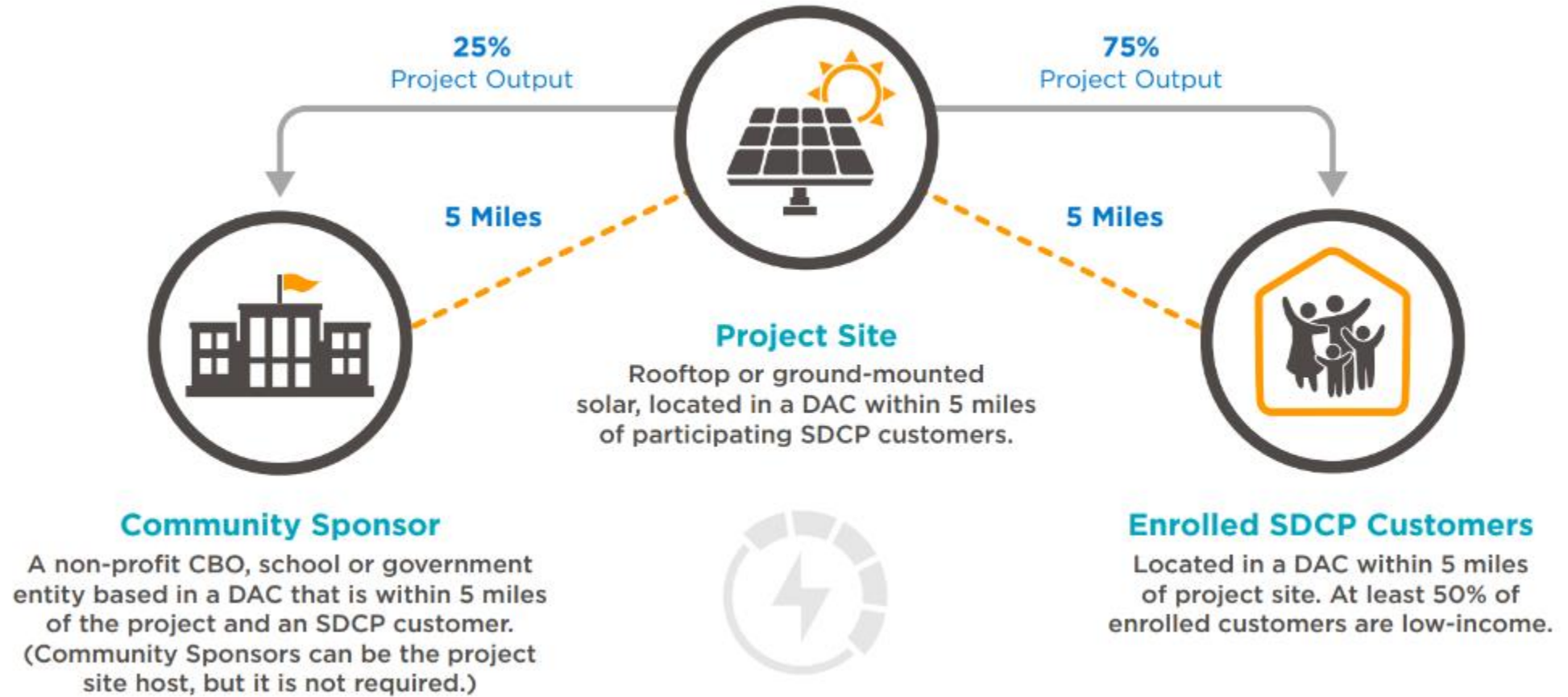
- DAC-GT customers will receive renewable energy from Renewable Portfolio Standard (RPS)-eligible project located in a DAC in SDG&E territory
- For the DAC-GT program, eligible projects must be sized between 500 kW and 20 MW
- Customers will be auto-enrolled upon the DAC-GT program launch in 2025
- Enrolled customers receive 100% renewable energy at a 20% discount on their total electric bill

Community Solar (CSGT) Program Overview

Community Solar (CSGT) Program Overview

- The CSGT program allows eligible residential customers to access renewable electricity produced by a CSGT project for up to 100% of their electric usage
 - More specifically, customers subscribe to a percentage of the CSGT Project capacity based on their historical energy use
- The Project must be physically located within an eligible DAC in SDCP's service territory and located within 5 miles of the benefitting customers' census tracts
- The maximum size of a Project is 3.0 MW (no minimum)
- Each CSGT project must have a “**Community Sponsor.**” A Community Sponsor must be a non-profit community-based organization (CBO), local government entity, or school that sponsors a CSGT Project on behalf of residents

Community Solar (CSGT) Program Example



Program Comparison

	DAC-GT	CSGT
Customer Income Eligibility	Must be eligible for the CARE or FERA low-income programs	50% of enrollment reserved for CARE or FERA customers
Customer Locational Eligibility	Customers live within a DAC in SDCP territory; projects located within a DAC in SDG&E territory	Customers live within a DAC in SDCP territory; projects located within a DAC that is within 5 miles of benefitting customers' DAC census tract
Customer Segment*	Residential service	Residential service*
Estimated Customer Enrollment	6,912	1,920
Energy Mix	100% renewable energy based on monthly usage	Customers subscribe to a portion of project capacity based on historical usage
MW Allocation	15.78	4.38
Project Size	500 kW – 20 MW	No minimum; Maximum 3 MW
Interconnection	Must have completed a Phase I Interconnection Study	N/A
Community Sponsor	N/A	Yes, required
Other Requirements	Workforce development	Workforce development



RFO Overview for Bidders

3

Disclaimers

- By participating in SDCP's RFO process, a Participant acknowledges that it has read, understands, and agrees to the terms and conditions set forth in these RFO Instructions, including all attachments.
- SDCP reserves the right to reject any offer that does not comply with the requirements identified herein.
- SDCP may, in its sole discretion and without notice, modify, suspend, or terminate the RFO without liability to any organization or individual.
- The RFO does not constitute an offer to buy or create an obligation for SDCP to enter into an agreement with any party, and SDCP shall not be bound by the terms of any offer until SDCP has entered into a fully executed agreement.
- Should there be any discrepancies between the RFO documents, statements made during this webinar, the webinar slide deck, and the power purchase agreement (PPA) template, the PPA template will control.

Communications

- All RFO documents are available at the RFO website:
<https://sdcommunitypower.org/resources/solicitations/>
- All announcements, updates and Q&As will be posted on the website.
- Please only send questions and communications via the [Questions Submission Form](#).
- Emails sent to any other address or individual and not to the RFO email may not be reviewed or responded to.

Supplier Diversity

- San Diego Community Power encourages diverse businesses to seek contracting opportunities with us, and to reach out to us with questions and suggestions regarding the contracting process.
- Per California Senate Bill 255 (2019), Community Choice Aggregators (CCAs) like SDCP are required to report to the CPUC on spend with diverse businesses, as defined by CPUC General Order 156.
 - (1) a detailed and verifiable plan for increasing procurement from small, local, and diverse business enterprises; and
 - (2) a report regarding its procurement from women, minority, disabled veteran, persons with disabilities, and LGBT business enterprises.
- To assist SDCP with its reporting obligations and with evaluating its supplier outreach and other activities, proposers that are awarded the contract will be asked to voluntarily disclose their certification status with the CPUC Clearinghouse, as well as their efforts to work with diverse business enterprises, including WBEs, MBEs, DVBES, and LGBTBEs.

Supplier Diversity

- SDCP shall not use any demographic information received from potential vendors in any way as part of its decision-making or selection process. Rather, SDCP will use such information solely for compliance with its reporting obligations to the CPUC and evaluation of SDCP's outreach and other activities consistent with applicable law. Pursuant to Article I, Section 31 of the California Constitution, SDCP shall not discriminate against or give preferential treatment to any individual or group on the basis of race, sex, color, ethnicity, or national origin except as otherwise allowed therein.
- For additional information, please visit <https://sdcommunitypower.org/supplier-diversity/> and <https://www.cpuc.ca.gov/supplierdiversity/>.
- For information on the certification process and requirements, and to apply for certification, please visit the [Supplier Clearinghouse website](#).
- Feel free to reach out to us with questions you may have at contracting@sdcommunitypower.org or by calling 1-888-382-0169.

Timeline

RFO Activity	Date
DAC-GT & CSGT RFO launch and Q&A Open	August 25, 2023
DAC-GT and CSGT RFO Webinar	October 18, 2023, 3:00 P.M. PDT
Deadline for Electronic Question Submittal	November 3, 2023, 5:00 P.M. PDT
Final Q&A addendum posted to RFO website	October 17, 2023
RFO Response Deadline	February 24, 2024, 5:00 P.M. PDT
Follow-up with RFO respondents, as necessary	February 26 through March 25, 2024
Supplier Notifications (Short-List Selection)	April 29, 2024
Evaluations of negotiations with shortlisted Bidders, awards, and SDCP Board approval	May 5 through June 30, 2024 - to occur at duly noticed SDCP Board Meeting(s)
SDCP submits executed PPA(s) to CPUC for approval	July 2024 – to occur after SDCP’s Board approves the final contract(s)

Keys to a Successful Proposal

- Submit a complete offer
 - Carefully read and ensure understanding of the RFO Instructions
 - Ensure that your project meets all eligibility requirements specific to the type of DAC RFO for which you are submitting an offer
 - Submit all required documentation per the RFO instructions
- Make sure your submitted offer is consistent and you provide evidence of a viable project
 - Tip: The offer information stated in the offer workbook should match the supporting documents provided (e.g. Single Line Diagram, consistent naming conventions are used)
- Submit a competitively priced, achievable offer
 - SDCP looks holistically at project across the six evaluation criteria. Be sure to highlight your project's strengths and it is understood that not all projects will score high on every criterion. Price is just one factor in the analysis.

Project Eligibility Criteria: DAC-GT

- ✓ The Project must be physically located in and connecting electrically to a circuit, load, or substation within San Diego Gas & Electric's (SDG&E's) service territory and located within an eligible DAC.
- ✓ The Project must be a new solar Renewable Portfolio Standard ("RPS")-eligible, in-front-of-the-meter generating facility.
- ✓ Behind-the-meter projects, nonrenewable technologies, and other complementary technologies are not eligible.
- ✓ The Project must have an online date no sooner than 2025.
- ✓ Eligible projects must be sized between 500 kW and 20 MW.
- ✓ The Project must have completed a Phase I Interconnection Study or equivalent
- ✓ The Project must comply with the California Air Resources Board's Voluntary Renewable Electricity Program.
- ✓ The Project must be Green-e certified.
- ✓ The Project must qualify as a Solar Discount (DAC-GT) Project pursuant to [D.18-06-027](#), [D.18-10-007](#), and [Resolution E-4999](#).

Project Eligibility Criteria: CSGT

Community Solar (CSGT) project must meet all the Solar Discount (DAC-GT) requirements above, with the following additional requirements:

- ✓ The Project must be located within 5 miles of the DAC census tracts in which subscribing SDCP customers reside, as further defined in the Community Solar (CSGT) Eligible Locations requirements below; and,
- ✓ The Project must submit a letter of commitment from a non-profit community-based organization (CBO), local government entity or school that would serve as a sponsor for the Community Solar (CSGT) project on behalf of DAC residents.
- ✓ Eligible projects have no minimum size and a maximum size of 3 MW.

Compliant Submission Specifications

Price	A single, fixed price that remains constant throughout the entire delivery term and is not adjusted by periodic escalators or time of delivery factors.
Number of Offers	Bidders may submit a maximum of one (1) offer per unique facility/location. This project should be the largest size and most competitive offer that meets all compliance requirements. Alternative configurations, durations, or pricing schemes may be submitted as descriptions within the narrative document but may not be evaluated or considered until final negotiations or at all. NOTE: If a single Bidder wishes to submit multiple unique facilities (at different locations), each project must be submitted as an entirely separate Submission Package with fully completed copies of each relevant document.
Term	10-, 15-, or 20-year. 20-year bid is required.
Scheduling Coordinator	SDCP does not have a strong preference regarding the assignment of SC responsibilities and will evaluate proposals in which the Buyer or Seller provide such services.

Compliant Submission Specifications

Ownership	All projects will be owned by the Bidder, with SDCP contracting the output of the resource for the duration of the contract term.
Expected Commercial Operation Date (“COD”)	12/31/25 or later. Delivery day must be the beginning of the month.
Deliverability	In order of preference: <ol style="list-style-type: none">1. Full Capacity Deliverability Status (FCDS)2. Partial Capacity Deliverability Status (PCDS)3. Energy-only
Seller Security Requirements	Development (Pre-COD): \$90/kW Performance (Post-COD): \$60/kW
Guaranteed Energy Production	One hundred sixty percent (160%) of proposed estimated annual energy production in each 2-year performance measurement period.)

Evaluation Methodology Overview

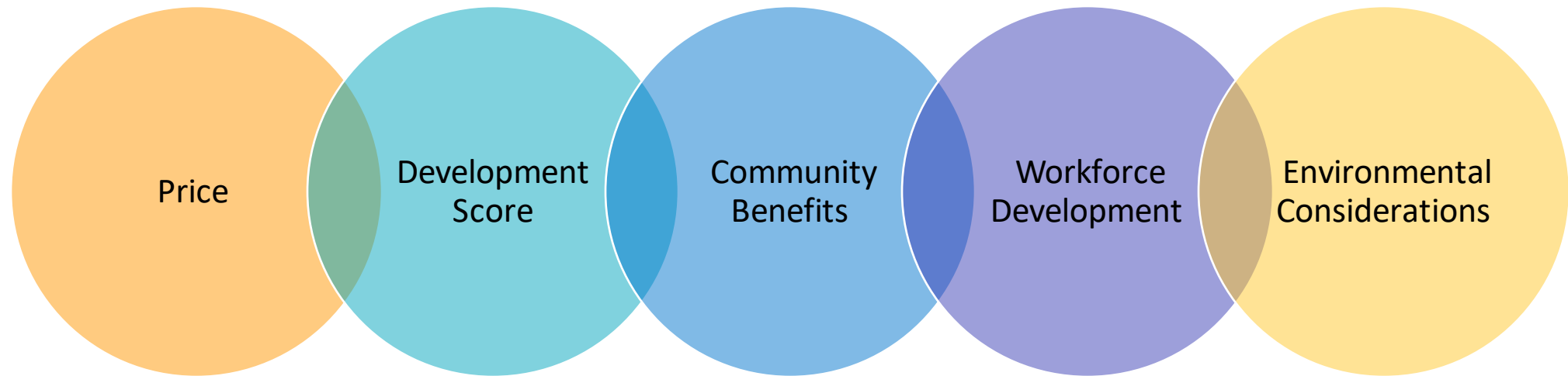
Overview

When Respondents have met the eligibility requirements, SDCP will employ the evaluation criteria described in this section to select or shortlist Offers, using quantitative and qualitative evaluation criteria to assess projects holistically. Offers will be reviewed by SDCP Staff and the Board prior to Award.

SDCP will award Offers that perform best against the evaluation criteria, up to its available program capacity of 15.78 MW for DAC-GT and 4.38 MW for CSGT.



Evaluation Factors



Submission Requirements

Submission Requirements

	DAC-GT	CSGT
Offer Form Template	A completed offer form with the applicable sections completed for DAC-GT.	A completed offer form with the applicable sections completed for CS-GT.
Supporting Documents to Offer Form as applicable, including but not limited to:		
Financing Plan	An explanation of the Bidder’s financial capabilities and plans to finance and provide credit support for the project included in the offer. Please include any other financial information that would be necessary for SDCP’s evaluation. Also, include any assumptions pertaining to tax credits, Inflation Reduction Act incentives, or other as relevant to proposed pricing.	
Financial Statements	Two years of audited financial statements for the Bidder or Bidder’s financial guarantor.	
Organizational Chart	A profile of Bidder’s organization and its ownership structure, including direct ownership and ultimate parent company. This should be in the form of a diagram.	

Submission Requirements

	DAC-GT	CSGT
Latest Interconnection Document	<p>The latest interconnection document, which may be one of the following:</p> <ul style="list-style-type: none"> i. Fast Track Review report demonstrating the Project has “passed” the respective Fast Track screens or that the Project may otherwise be interconnected consistent with safety, reliability, and power quality standards; ii. Completed System Impact Study or Facilities Study; iii. Completed Phase I Interconnection Study; iv. Completed Phase II Interconnection Study; or v. A signed Generator Interconnection Agreement 	
Project Development Timeline	<p>A GANTT chart schedule detailing the timing and progress of key project milestones , including but not limited to:</p> <ul style="list-style-type: none"> i. Interconnection milestones ii. Procurement orders and lead times iii. Permitting milestones iv. Design and Engineering, including SDCP reviews v. Construction start, substantial completion, and COD 	

Submission Requirements

	DAC-GT	CSGT
Permitting, Land Use and Zoning	A description of the environmental compliance and zoning requirements and all regulatory permits, licenses or approvals required for the resource to supply renewable power. Describe any correspondence to date with AHJ.	
Map/ Site Plan	A to-scale Site Map of the generating resource showing the arrangement of all major components of the facility with the name of the facility, census tract, outer boundaries, major cross streets, nameplate capacity, longitude and latitude of the centroid of the generating resource clearly labeled. Please also include all Assessor Parcel Numbers included in and adjacent to the facility and any environmentally sensitive areas.	
Single Line Diagram	A Single Line Diagram that includes the generating resource's point of interconnection to the electric transmission or distribution system.	
Sponsoring Letter of Commitment (Appendix B)	N/A	A letter of commitment from a qualifying sponsor(s) is required. See Appendix B for additional information.

How to Find a Community Sponsor

1. With their permission, SDCP will post a list of organizations that respond to the [sign-up form](#) with their contact information to enable entities to locate potential partners in their area
2. Visit <https://sdcommunitypower.org/solar-for-our-communities/>
3. Reach out to eligible entities using the contact information listed on SDCP's webpage.



Are you a CBO, government entity or school? [Sign up](#) to learn how you can partner with solar developers on a Community Solar (CSGT) project.



Are you a developer? Stay up to date and [register here](#) for project opportunities.

Submission Requirements

- Offers are due Tuesday, February 24, 2024, by 5 PM
- Only electronic submittals will be accepted via SDCP's [Response Submission Form](#)

February 2024

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29		



Zeelander.com

Q&A

Next Steps

- Submit your questions to the [Questions Submission Form](#) by November 3, 2023, 5:00 P.M. PDT
- Answers will be posted on the website periodically
- Developers, stay up to date and [register here](#) for project opportunities
- CBOs, government entities, and schools [sign up](#) to learn how you can partner with solar developers on a Community Solar (CSGT) project

Check the [Solicitations page](#) and [Solar for Our Communities webpage](#) regularly for updates

Contact Us

Tessa Tobar

Email: ttobar@sdcommunitypower.org

Contact Center

1 (888) 382-0169

Email: customerservice@sdcommunitypower.org

Please only send questions to the [Questions Submission Form](#).

Emails sent to any other address or individual and not to the RFO email may not be reviewed or responded to. If it is discovered that a Bidder contacts and receives information from any SDCP personnel, board director or alternate outside of this Q&A process, SDCP may, in its sole determination, disqualify such Bidder's proposal from further consideration.

The background of the slide is a sunset sky with soft, wispy clouds in shades of orange, yellow, and blue. A white diagonal line runs from the top-left to the bottom-right, creating a white triangular area in the center where the text is located.

Thank You!