

2021 Webinar Webcast 06/24/21- Transcript

Emil Avram ([00:00:04](#)):

Okay good day everyone, and, uh, thank you for attending. My name is Emil Avram, vice president of business development here at Dominion Energy. And our team is responsible for growing and executing much of our company's clean energy transformation. We are excited to be speaking with all of you today, and we anticipate you will find this, uh, webinar useful and, uh, solidifying your interest in offering clean energy solutions to Dominion Energy overall. Uh, this is a pivotal time for our company as just last year our company announced its goal to achieve net zero carbon emissions by 2050. Uh, additionally in Virginia Senate bill 851 also known affectionately as the Virginia Clean Economy Act or VCEA became law just about a year ago now. Um, and this revision to how electricity will be produced, transported and delivered, uh, will become a critical component toward meeting our net zero commitment company-wide.

Emil Avram ([00:01:17](#)):

Today we are bringing together our team of leaders and experts, uh, to provide you with a summary of our 2021 solar, onshore wind and energy storage RFP, what we are expecting in your potential proposals and what you can expect from the process. Next slide please. Okay so on slide three you will see a summary of the Virginia Clean Economy Act requirements or VCEA as it pertains to this RFP. It established requirements for Dominion Energy Virginia to conduct market solicitations, and to annually file applications and plans encompassing the VCEA requirements. Our first annual filing with the commission was submitted last fall since the VCA went into effect, concluding with an order from the Virginia State Corporation Commission this past April, approving nearly 500 megawatts of solar facilities to move forward, ultimately benefiting our customers.

Emil Avram ([00:02:29](#)):

The VCEA also incorporates a framework for a 100% zero carbon power generation mix by 2046, uh, with critical customer protections around reliable electric service and low-income customers. It also includes goals to deploy 24 gigawatts of solar, onshore wind and offshore wind, and energy storage in Virginia by 2035. You can see from this information on the screen that we are accelerating our clean energy growth plans, making this RFP one of the largest annual renewable energy and energy stores solicitations in the US. A couple of logistical items before we dive in. Uh, during this webinar all audience members will remain muted throughout the entire session due to the number of participants. So if you have a question, I encourage you to submit them in the available space on the left-hand side of your screen where it says ask a question. You do not need to wait until the end of our presentation to ask a question. I encourage you to do so early, as we will verbally answer as many as we can in the order they come to us within the time we have.

Emil Avram ([00:03:54](#)):

We will follow up and send out a copy of this presentation and written responses to all the questions we receive within about a week after this webinar has concluded. I now want to introduce our Dominion Energy team, who will go through the details of this RFP and answer your, any questions you may have. So I'm pleased to introduce to you Dianne Corsello, who is director of business development and leading our company-owned power generation development strategy and execution for Dominion Energy Virginia. Who will go over the agenda as well as overall scope and schedule of this RFP. Gary Payne manager of business development who is leading our solar acquisition efforts, will go through the

notable changes from last year's RFP process, key aspects to being a winning bidder, and the new brownfield site development opportunities. Ricky Elder, manager of business development, who is leading our energy storage, strategy, development and project acquisition efforts, will highlight our energy storage requirements.

Emil Avram ([00:05:03](#)):

Eric McMillan, manager of power contracts and origination, leads our company's efforts to secure and manage our long-term power purchase agreements with suppliers, and is also leading this RFP process which he will outline for you soon. Willie Barton, business development manager, will review the distributed solar requirements of this RFP. Which we are combining with the large-scale RFP for the first time. During the Q&A period we also have Molly Parker, Erich Fritz and Mark Walker available to answer questions. Molly Parker is director of environmental services responsible for various environmental programs, including our environmental justice efforts, given we have environmental justice information and analysis required to be submitted with bids. Erich Fritz is manager of the distributed solar business development group, responsible for growing the business in the needed DER component of the VCEA.

Emil Avram ([00:06:14](#)):

And Mark Walker is manager of site construction, leading our engineering and construction teams and EPC contractors to deliver projects on time and under budget. Austin Jones will be our moderator for the Q&A portion at the end. Uh, he is a business development manager, leading the acquisition of renewable development assets for Dominion Energy Virginia. So you can see we have, we have brought our team here to support this, this RFP and webinar. I'd like to finally say thank you for your interest in this RFP and for potentially supporting our goals and objectives toward becoming the most sustainable energy company in the US. We anticipate that your success in developing clean energy solutions in Virginia will also lead to ours, which is why we are here with you today. I will now turn it over to Dianne Corsello.

Dianne Corsello ([00:07:14](#)):

Thank you Emil. Hello everyone and thank you for joining our webinar. As Emil mentioned, I am Dianne Corsello, director of business development, and excited to welcome you to our second annual RFP informational webinar. So let's start with the agenda. On slide four you will see the topics we will cover today. The 2021 solar, onshore wind and energy storage RFP is our fifth solicitation for large-scale solar and onshore wind. The second solicitation for energy storage and the first time we have simultaneously issued a request for small-scale solar, referred to as distributed energy resources or DER with our large-scale solar. As was the case last year, there are notable changes. For the first time we are requesting proposals for solar and onshore wind on previously developed sites, and we have introduced several new bid requirements, which are represented in our checklists. These topics and others will be covered in our prepared material.

Dianne Corsello ([00:08:18](#)):

We welcome your questions on any items we do not cover in our remarks and have reserved time for Q&A as noted on the agenda. So please submit your questions via the Q&A function at any time. Moving to slide five, the RFP documents we provided, in the RFP documents we provided the schedule outlined key milestone dates. However, we felt it would be helpful to provide additional detail into the activities occurring between these key milestones. Starting with next week, July 2nd, we will provide the form

asset purchase agreement. As everyone is aware August 2nd is the bid due date for asset acquisitions, and this includes solar, onshore wind, energy storage and DER acquisitions. The first of October we anticipate issuing an EPC RFP for the acquisition bids. On December one, the form of the power purchase agreement will be provided. Also in December, plus or minus a month, we anticipate closing on the asset acquisition proposals.

Dianne Corsello ([00:09:24](#)):

As you've previously seen in the material on March one of 2022, the PPA proposals are due. Between March and May we will negotiate the PPAs and signing those is anticipated to occur in June. The RFP will conclude in the second quarter of 2022. The regulatory filing is expected in Q3 2022, and a decision will be rendered by the State Corporation Commission in Q1 of 2023. Due to a Virginia statutory requirement, the decision from the commission must be within six months of the filing date. On slide six we have outlined the scope of the RFP. I will touch on this briefly as a recap, since this is exactly as you have seen it in the RFP documents. The solicitation is for solar and onshore wind proposals up to 1000 megawatts, and energy storage up to 100 megawatts.

Dianne Corsello ([00:10:23](#)):

The storage can be paired with the renewable energy or standalone. The facility must be in the Commonwealth and operational preferably by the end of 2024. We may consider proposals that can achieve commercial operations by May 31, 2025. In addition, consideration may also be provided for proposals where the interconnection construction schedule delays the project beyond May 31, 2025. As mentioned earlier, this is the first year we simultaneously issue the RFP for large and small-scale solar or DER. We are soliciting up to 175 megawatts of DER three megawatts or less, with commercial operation dates occurring over a two year window. This includes acquisitions and PPAs. I would now like to turn it over to Gary who will highlight changes and additions specific to acquisitions for large-scale solar and onshore wind. Gary.

Gary Payne ([00:11:26](#)):

Thanks Dianne. And thank you to everyone on the call for participating in today's webinar. I'll cover some notable changes from last year's RFP, as well as recent updates made since we issued the RFP on April 29th. I'll then review key considerations for acquisitions of large-scale projects and finish with the high level overview of, uh, proposals for previously developed sites. Um, from an administrative perspective one change, uh, not listed but you've all been impacted by was our decision to pivot to SharePoint from ERoom as our data exchange platform. For the most part it's been a successful transition thanks to your cooperation. To those of you that had some difficulty getting access thanks for your patience. Um, the resource, the resource checklists, uh, provide the roadmap to, to where to upload, upload your documents.

Gary Payne ([00:12:26](#)):

One major change was our decision to replace the affirmation statement within exclusivity agreement. It's now available in your SharePoint folder titled DEV provided documents, and must be submitted with your proposal. The exclusivity period for large-scale acquisitions will automatically expire December 31, 2021. Unless you are informed that, informed that your project is down selected, in which case the period will then extend through August of 2022. Recent legislation has passed requiring citing agreements for zoning approval from localities for all solar and storage projects approved on or before July one, 2021. Our local permitting supplement provides more information on the requirements for

projects approved prior to that day. The citing agreements may include dedications of real property and funding for important local capital projects. Regardless, whether, regardless whether an agreement is reached, um, the developer is still required to file land use applications.

Gary Payne ([00:13:32](#)):

And be mindful of the economic impact of the agreement to your project, and be sure to provide a forecast of the costs with your proposal. Now I'll highlight a couple of key changes to proposal submission requirements referenced in the slide. We're committed to following the policy objectives of the Virginia Environmental Justice Act, and provide impact to the communities with a meaningful voice in our development process. In order to help us assess a project's impact on environmental justice, we're asking bidders to submit standard EPA EGA reports, and where needed, provide specific actions taken to engage communities. This is outlined step-by-step in a submittal, submittal, uh, excuse me, a supplemental document provided. On the interconnect front, state distribution level projects must have applied for or obtained a wholesale market participation agreement from PJM. And have an assigned interconnection queue number from the state distribution interconnect.

Gary Payne ([00:14:39](#)):

For transmission level projects we prefer the project has progressed to full system impact study, to a full system impact study. I wanted to briefly call out the updates since our launch on April 29th, listed on this slide that were communicated by email on or about June 9th. The documents in your SharePoint site have been updated as well. Of note, we clarified in the scope of the RFP documents that proposals must be for 100% of the contemplated project capacity. Now onto some key considerations, and, and we can't say it enough and you'll hear it again and again during the webinar, but the checklist is your roadmap to a conforming submitted proposal. When you go into the checklist file, be sure to select the correct resource tab. All the reference to ancillary documents you need are provided in the DEV provided documents folder in the SharePoint site. And take a good look coz you must complete some of the documents to submit a conforming project.

Gary Payne ([00:15:47](#)):

Also, even though it may seem as though you're providing redundant information, completing the information form addendum, it allows us to have the right information at our fingertips to evaluate your bid. We're seeing more and more CUP conditions that are very specific and can have a material impact on project scope and cost. Now, Dianne already had mentioned that we may consider proposals that can achieve commercial operation by May 31, 2025. And if the interconnection, uh, construction necessitates a longer timeline, you know, we're certainly aware of, um, PJM, the interconnect's impact to project scope, cost, schedule, and the fact that those are increasing. Um, and certainly we've seen, um, the, all of the constraints associated with, um, the interconnection aspects and PJM's, uh, efforts in that regard. Um, just make sure that, uh, you provide all the documentation you have that's available, and that you take all the factors influencing interconnect into account when you submit a real- realistic, um, in-service date and cost estimate for the project.

Gary Payne ([00:17:06](#)):

Um, and the last slide I'll touch on is, uh, um, the previously developed sites. So Dianne also mentioned that the VCEA includes a mandate of 200 megawatts by 2035, um, of previously developed sites. So this year we've introduced them into our proposal request for evaluation. The legislation defines previously developed sites is not just brownfields, but previous industrial and mining sites and others shown on the

right of the screen. There's a separate checklist and a questionnaire you need to complete. And keep in mind there's a lot of additional environmental regulatory information that is required as applicable. Uh, Ricky Elder will now cover specific highlights for energy storage projects. Thank you very much for your time. Ricky.

Ricky Elder ([00:18:02](#)):

Thank you Gary. Well, good afternoon everybody. My name is Ricky Elder and I manage Dominion Energy Virginia's energy storage development acquisitions and energy storage technology selection efforts for the benefit of our system customers. It's a pleasure to be able to take a few minutes to talk to you today about our energy storage bid requirements in this year's RFP. We're very excited to include energy storage project, projects again in this year's RFP, which represents our commitment to ensuring these types of valuable grid resources are brought into operation at scale in the Commonwealth of Virginia. For this year's RFP, Dominion Energy is seeking development and PPA proposals for up to 100 megawatts of energy storage capacity to be commercially operational by 2024. Each proposal that is submitted must be at least three megawatts in system size or larger. It must represent generation at a single site, not aggregation of multiple facilities at separate sites. We are seeking solar plus storage, standalone storage and onshore wind plus storage project development proposals to be submitted as part of this process.

Ricky Elder ([00:19:14](#)):

To streamline the development proposal bid submission process, Dominion Energy has provided a summary of required energy storage use case assumptions, inputs and technology considerations in section six of the RFP document, on pages seven through nine. Please follow all use case inputs and assumptions, uh, to be considered a conforming bid. A few examples of the inputs and assumptions are noted in this presentation. Um, a few to mention here, four hour duration AC-based lithium-ion battery, uh, storage systems are going to be required for all development proposals. Alternative technologies including DC-based lithium-ion systems will be considered alternative bids in the RFP, but we will review those submissions as part of the evaluation process. All systems that are to be submitted must have either a four hour or a 10 hour duration. And please remember to populate the information form addendum with all required storage project technical information that is required for the storage, uh, related checklist.

Ricky Elder ([00:20:22](#)):

Dominion Energy is requesting that all required information as noted in the storage related checklist is to be submitted as part of all conforming bids. There are a few items in the storage checklist that differ from the other acquisition checklist, they are worth noting in summary as follows. Site plans. To provide structure and uniformity in energy storage site plan submissions, Dominion Energy has provided spacing and setback requirements that must be used, uh, for a project to be considered a conforming bid. All bids must be inco- must incorporate the detailed spacing and setback requirements that are noted in the checklist, and also in the recently released, uh, battery storage spacing and firewall supplemental information document.

Ricky Elder ([00:21:07](#)):

In summary, the key aspects of those requirements are as follows. 25 foot minimum spacing requirements between containers or structures or groups of containers and structures, with up to six megawatt hours of batteries must be adhered to. And 25 foot spacing shall be provided to other site

buildings and structures or equipment as well. Container structures with more than six megawatt hours of batteries shall have 50 foot spacing between those container structures and any other site building structure or equipment. All container structures containing batteries shall be at least 100 foot, 100 feet from non-participating landowner property lines. And firewalls may be utilized to increase the energy storage density of a project footprint, in lieu of using the 25 foot spacing requirements previously noted, but must be done in accordance with the specifications contained in the battery storage spacing and firewall supplemental information document. Graphical representations of acceptable storage layouts utilizing the spacing and firewall requirements are included for reference in this document.

Ricky Elder ([00:22:15](#)):

And for context on this topic, you know, the site plan spacing setback and firewall requirements are all included to address fire safety risk with batte- battery storage projects. I wanna be very clear that Dominion Energy's most important core value is safety. And we take very seriously, uh, fire risk as associated with battery storage projects. And for the avoidance of doubt, we will include these spacing and setback requirements for all battery storage technologies that are submitted with bids in this process. Uh, please take note of the storage system technological aspect section of our storage checklist, and provide all required information requested in the section using the, the required energy storage use case inputs and assumptions.

Ricky Elder ([00:23:01](#)):

Some notable items included in this section for example are the battery storage technology chemistry type, megawatt size, duration, [inaudible 00:23:10] proficiency, useful life, maximum cycles, uh, recommended degradation, augmentation and ramp rates. So in closing we, we are expecting the developer to complete all required aspects of the checklist, including local permitting, um, with similar requirements to that of solar and wind project checklists. In regards to obtaining a CPCN fr-from the State Corporation Commission for storage projects to be acquired, that will be the responsibility of Dominion Energy to obtain. Thank you. And now I'll turn over the presentation to Eric McMillan, who will discuss key considerations for power purchase agreements that will participate in the RFP process.

Eric McMillan ([00:23:51](#)):

All right, thanks Ricky. Uh, I'm very excited to speak with you today and hope you find this information helpful in developing your bid proposals. As a reminder, my name is Eric McMillan, and I am in Dominion's power contracts group. My group is responsible for facilitating these clean energy RFPs, and we are also responsible for negotiating and executing the PPA contracts that come out of this process. So with that, I'll touch on a few points in this slide. First of all, uh, as previously stated, please follow the checklist. As many of you know, we have gone through several years of these RFPs now, and have developed a very detailed checklist to ensure developers know the proposal submittal requirements that are necessary to have a conforming bid. Also, please ensure that you are following the checklist and submit all of the required documents by the proposal due date, which is outlined in the RFP.

Eric McMillan ([00:24:59](#)):

You will notice in this year's checklist, that we have added columns for you to indicate the page number and file locations of all of your documents. Which will help ensure the evaluation team is able to efficiently locate and evaluate your proposals. If you are new to the process, or if you have questions on the checklist, you should submit those to the RFP email inbox listed in this slide. One item that we have seen, uh, trip up some proposals is the environmental documentations. Please ensure that you complete

all of the required environmental report items ahead of your proposal submittal date. To name a few this includes the phase one environmental site assessment, wetlands and stream delineation, and threatened and endangered species review. Also, on the PPA front, it is very important that you affirm that you are accepting the form PPA contract with your proposal submission, or that you submit your proposal with your proposal, a fully marked up and redlined PPA, that has been fully evaluated with all required internal and external stakeholders.

Eric McMillan ([00:26:19](#)):

So as an example, if you need to coordinate with external counsel or insurance brokers, you need to ensure their input is incorporated in your redline. The company has put out a form PPA, which we are willing to transact on, and you should submit a marked up draft that you are willing to transact on. We want to ensure that if your project is selected to enter PPA negotiations, that we have the correct starting point to begin that process. If your project is selected to enter PPA negotiations, we expect that your redline PPA is firm, and you should not be introducing materially different terms and conditions. We understand that as your project continues to develop, alongside these PPA negotiations, and you bring more stakeholders into the negotiation process, some things will pop up. However, to ensure an efficient and fair process, you need to stick close to your original submission and work with us to meet in the middle to get to a mutually agreeable and execution form of the PPA. Next I will walk through the timeline.

Eric McMillan ([00:27:39](#)):

If your project is selected to enter into PPA negotiations, we have allotted approximately one to two months for this negotiation process. And want to ensure your project remains on track with regards to getting an offtake agreement, and we remain on track for our filing deadlines. Both sides need to dedicate the appropriate resources so that we can move through the process in an efficient and timely manner. I'll end with just a couple of RFP level reminders. Please ensure that you submit all of your proposal files into the SharePoint folder structure, which aligns to the provided checklist. This helps to ensure that our evaluation teams can efficiently get to and review all of your proposal documentation, and will also minimize follow-up questions. All RFP related communications need to come through the designated email box at the bottom of this slide and not to any Dominion employee directly.

Eric McMillan ([00:28:43](#)):

This ensures that all of the appropriate members of the RFP team have a chance to review and respond to inquiries, and it also should give you peace of mind that you are getting an official response from the company. This year we have added a frequently asked questions file on the RFP website. We encourage all bidders to refer to this document, as it may clear up some questions that you have. As always, if there is a question that has not been addressed, please submit it to the RFP inbox and it will get added to the FAQs for others to see. Lastly, I'd like to conclude my slide by stating that Dominion team is very excited to review your PPA bid submissions, and looks forward to collaborating with you as we work towards our clean energy procurement goals. And with that I will turn it over to Willie who will discuss the DER portion of the presentation. Thank you.

Willie Barton ([00:29:49](#)):

Thanks Eric. We will now cover items specific to the distributed solar RFP. Many of those requirements are similar to those of utility scale solar, uh, projects. However, there are several differences to highlight between the two processes. As a reminder, the distributed solar RFP is looking for projects that will

reach commercial operations by the end of 2023 or 2024. Proposals should clearly indicate the year in which the proposals will be in service. The development schedule should reflect an ability to meet the designated in-service date. For 2023, the company is seeking 80 megawatts, and for 2024 the company is seeking 95 megawatts. The goal of the distributed solar RFP is to solicit projects of three megawatts or less as defined by the Virginia Clean Economy Act. To achieve this goal, projects will be limited to no more than three megawatts at the same or contiguous locations. Contiguous locations are any unbroken expanse of land. As an example, three megawatt projects that are on side-by-side parcels would be considered non-conforming.

Willie Barton ([00:31:02](#)):

Bidders will also need to consider and pay close attention to the schedule and cost implications of the Virginia state jurisdictional interconnection process in their proposals. A project's position in the interconnection queue will have significant impact on the time against schedule, where projects are studied sequentially in the interconnection queue for each substation transformer. When entering the queue, projects will be assigned a position based on the order to which they will be studied for each substation transformer. Projects not in the A or B position may have significant difficulty with meeting the required scheduled dates for in-service.

Willie Barton ([00:31:45](#)):

Bidders will be responsible for ensuring products can meet the in-service dates. Bidders should understand the potential costs associated with distributed solar interconnections, and are encouraged to discuss them with the contract administrator during the scoping and follow-up meetings. Lastly, the interconnection team is a separate, distinct part of a company governed by their own rules and statutes. The interconnection team will not be able to answer specific RFP questions. Any such questions should be referred to the RFP mailbox. Thank you for your time. We are looking forward to receiving your proposals for distributed solar projects. At this time I will now turn it over to Austin Jones for our Q&A portion. Thanks everyone.

Austin Jones ([00:32:36](#)):

Thank you Willie. Thank you Emil and speakers for hosting this webinar. This concludes the prepared remarks section of the webinar. We will now proceed to address the question submitted in the chat box throughout the presentation. And thank you to those of you that have submitted questions. If we do not have time to address every question, or if a question requires further review, we'll make responses available after this webinar. Please note that responses will be provided individually through this webinar portal. We will answer as many as we can during this time, and then distribute a comprehensive list of answered or/and unanswered questions following this presentation. The first question. Is there an annual storage procurement target or plan that Dominion could share? Ricky.

Ricky Elder ([00:33:25](#)):

Thanks Austin. Yeah, I'll go ahead and take that one. Um, so storage pro- procurement targets have been identified, and were adopted by the State Corporation Commission in the energy storage regulations that were adopted in December of 2020. Uh, that will require us to petition the commission for 250 megawatts of projects to be approved by 2025, uh, 1200 megawatts in total, uh, by 2030 and 2,700 megawatts by 2035. Um, regarding specific annual, um, plans. Uh, those can be referenced in, um, our renewable portfolio standard plan, uh, that's been filed as public with the State Corporation

Commission, and that case number is PUR-2020-00134. And you can go pull that information on the SCC's website if you wanna look at that more closely. Thanks Austin.

Austin Jones ([00:34:29](#)):

Thank you Ricky. Next question. What is the project size expected of the RFP? Eric McMillan.

Eric McMillan ([00:34:40](#)):

Sure I can take that. Um, so projects that choose to participate in the utility scale RFP must be greater than three megawatts, and, uh, projects that choose to participate in the DER RFP we're soliciting those projects for three megawatt or less. Um, and there's a particular section in the RFP documents that explains that, and we'll put that into the written responses. Thanks.

Austin Jones ([00:35:10](#)):

Thank you Eric. Is this an RFP for an offtake or an asset acquisition? Eric.

Eric McMillan ([00:35:20](#)):

Sure. Um, so these RFPs we are soliciting for both asset acquisitions as well as power purchase agreements. So developers can choose, uh, which transaction structure they prefer in preparing their proposals.

Austin Jones ([00:35:41](#)):

Thank you. Must WMPA be obtained or just filed with PJM? How will you ensure timely response to transfer trip fiber scope and cost estimates from Dominion? Gary.

Gary Payne ([00:35:58](#)):

Yeah, uh, uh, WMPA or WMPA combined study is required, and we may consider the, the project if the study is not obtained by the time the bid is submitted. Um, and on the other [inaudible 00:36:12] piece interconnection teams at PJM and DEV have seen unprecedented volumes of projects. Um, and so this has gotta be taken into consideration when filing applications. So submit, um, what you have with any supporting documentation that you have and we'll take a look.

Austin Jones ([00:36:39](#)):

Thank you Gary. Will Dominion be looking at ways to streamline distribution interconnection, particularly given that the collocation is allowed in some cases, will cluster studies be possible? Interconnection timelines have been killer. Erich Fritz.

Erich Fritz ([00:37:00](#)):

Thank you Austin. Well, we understand this issue, the RFP process is separate from that of the interconnection team and the interconnection process. Please refer to the DV, DEV interconnection team on questions with respect to the interconnection.

Austin Jones ([00:37:17](#)):

Thanks Erich. Just to confirm, for small-scale solar is it required that the interconnection uses Dominion-owned fiber in order to participate in the RFP? Erich Fritz again.

Erich Fritz ([00:37:33](#)):

Thank you again Austin. For acquisition projects is a requirement that projects use Dominion-owned fiber. For PPA projects developers can choose whether to use Dominion installed fiber or use third parties per the interconnection requirements.

Austin Jones ([00:37:51](#)):

Thank you. Is a phase one or a phase two environmental site assessment required for a landfill project? Gary.

Gary Payne ([00:38:04](#)):

Yeah, just, uh, clarifying that previously developed sites under the VCEA only apply to solar or onshore wind not, not standalone storage. Uh, if a phase one ESA indicates or [inaudible 00:38:21] then a phase two ESA is required yes.

Austin Jones ([00:38:27](#)):

Thank you Gary. Is any preference given to storage projects that are paired with solar or wind? Ricky.

Ricky Elder ([00:38:43](#)):

Thanks, thanks Austin. Um, at, at this time, um, let me see, hold on one second. Yeah, so the company will use a, um, gene- a, a generation cost production calculation to determine the economic value with the, uh, of the project. Uh, with, you know, minimizing present value, uh, revenue requirements for customers while maintaining the reliability and flexibility. So we, we referenced this in the RFP document. Um, and in addition, you know, we'll, we'll look at things like siting agreements, cost characteristics that will be considered during a project valuation process. So balancing the requirements, uh, balancing these types of requirements in the VCEA while maintaining reasonable costs for all customers is important. Um, you know, storage projects that are paired with renewable generators will be evaluated using the same process as compared to other types of storage projects like standalone storage projects for example. Thanks.

Austin Jones ([00:39:47](#)):

Thank you Ricky. This is a specific question. May I please have the link for the SharePoint where all these documents with assumptions and criteria are provided? I can't find it in the R- RFP PDF available in Dominion's website. Eric.

Eric McMillan ([00:40:08](#)):

Yes I'll take that one, Eric McMillan. So, um, we will follow up in the written responses with SharePoint access details. And if, if that does not effectively address your question, if you could kindly just send, um, a more detailed question so we can, um, figure out this concern, we'll, we'll be sure to address that thank you.

Austin Jones ([00:40:31](#)):

Thank you Eric. Does the VCEA requirement for previously developed sites include standalone energy storage? Ricky.

Ricky Elder ([00:40:46](#)):

Thanks Austin. No, the VCEA does not have a requirement to, uh, site standalone storage projects on previously developed sites.

Austin Jones ([00:40:59](#)):

Thank you. If a project is in an EJ community, what type of community engagement are you looking for beyond reaching out to landowners with property near the project? One to two mile radius to participate in a community meeting where they can voice the, their questions or feedback about the project? For example, there was mention of a targeted outreach plan in the APA checklist, what should this plan look like? Molly.

Molly Parker ([00:41:28](#)):

Thank you Austin. If an EJ community is identified, um, when you're doing the environmental justice analysis, um, they should outline what steps they took to engage with those communities. So the [inaudible 00:41:42] here is really to have meaningful engagement with, um, any identified EJ communities. And engagement can really include, um, you know, outreach to landowners, uh, community meetings or information sessions, as well as outreach to, um, nearby community organizations, houses of faith or schools. Um, in addition, if a community is comprised of populations that speak languages other than English, the material can be, uh, translated into those languages. So the goal here really is to understand, you know, any, uh, potential community concerns and then how, uh, the developer addressed those concerns.

Austin Jones ([00:42:30](#)):

Thank you Molly. Can you discuss or explain how energy storage particularly standalone energy storage will be operated and compensated for operation? For instance, is there a day ahead call for a Dominion signal on peak energy days? How are the services for such a call or any other mechanism compensated? Ricky.

Ricky Elder ([00:42:54](#)):

Thanks Austin. So, you know, we're currently planning to operate storage projects including standalone storage projects as capacity resources on our grid. Uh, that would ultimately interact with PJM and the competitive wholesale power market. You know, as such w-w- we'll be planning to bid these units in, into the wholesale power market, uh, much like how, uh, you know, a, a typical gas fire generator would participate and bid into the markets from a day ahead perspective and also from a real-time perspective. Um, so, you know, we'll ultimately use those markets to manage the, uh, way we would charge and then ultimately discharge, uh, power, uh, to the grid. And ultimately how, um, those, those, those types of LMPs or locational marginal prices would be used, uh, from a compensation, uh, or a cost perspective, um, regarding the calculation of, of, you know, the impacts to the project in that regard so. That's, that's our current base case plan for how we intend to operate those types of resources. Thanks.

Austin Jones ([00:44:04](#)):

Thank you Ricky. Is Dominion considering purchasing modules for these solar projects, versus including module procurement in the EPC's scope? Mark Walker.

Mark Walker ([00:44:20](#)):

Uh, thank you Austin that's a good question. Uh, Dominion's been looking at owner supplied equipment, uh, for a number of years. Uh, currently we are supplying most of the main power transformers for the

interconnection for our solar projects and storage projects. We have looked at module, uh, procurement and supplying that as part of owner supplied equipment and we'll continue looking at it. Uh, we have been looking at the best practices, both with our EPCs for procurement and with the other owners. So it's still an active topic, um, and we'll continue to look at it, um, more so than trackers perhaps and inverters. Um, but a lot of effort's already gone into the module, uh, supply. Good question thank you.

Austin Jones ([00:45:12](#)):

Thank you Mark. Is Dominion expecting a mix of PPA, build own transfer and self-developed projects?
Eric McMillan.

Eric McMillan ([00:45:30](#)):

Yeah sorry about that. Uh, so we are expecting a mix of PPA and asset acquisition proposals. Uh, historically we have seen a good mix between those two transaction structures, and we would expect this to continue. Um, we are not soliciting build own transfer projects however, thanks.

Austin Jones ([00:45:52](#)):

Thank you Eric. Will this presentation be posted? Pass it to you again Eric.

Eric McMillan ([00:46:03](#)):

Sure yes. Um, we will follow up approximately one week after this pre-presentation, and we expect to, uh, either post this to the website or the, uh, SharePoint site. But one way or another it'll get posted. Thank you.

Austin Jones ([00:46:19](#)):

Thank you. For solar DER projects, does Dominion-owned fiber need to be installed from the project POI location to the substation, or can projects connect to existing fiber lines in the area? Erich Fritz.

Erich Fritz ([00:46:37](#)):

Thank you Austin. Dominion-owned fiber is required to be installed from the project POI to the substation. If there is existing dark fiber on the circuit where the project is interconnecting, please discuss the ability to use the existing fiber with your interconnection contract administrator.

Austin Jones ([00:46:54](#)):

Thank you Erich. For the DER projects, is the three megawatt CUP DC or AC? If it's AC, is there any CUP for DC if it is coupled with a storage asset? Erich Fritz again.

Erich Fritz ([00:47:12](#)):

The three megawatt CUP is AC. Uh, at this time we are not pursuing coupled storage projects in the distributed solar RFP.

Austin Jones ([00:47:25](#)):

Thank you Erich. Have all the required documents, forms, addendums, environmental etcetera, specifically for APA development proposals been uploaded to the bidder website? Eric McMillan.

Eric McMillan ([00:47:41](#)):

Thanks Austin. Uh, yes, all documentation has been, uh, provided. However, if you feel there's something missing or if you have questions, please reach out via the RFP inbox and we will address that. As a reminder the form PP- APA will be provided next week July 2nd. Thanks.

Austin Jones ([00:48:06](#)):

Thank you Eric. Does the APA model count toward the 35% procurement target from the third parties? From third parties, excuse me. Eric McMillan.

Eric McMillan ([00:48:21](#)):

So third party PPAs, uh, they count towards the 35%, um, BCEA procurement target.

Austin Jones ([00:48:33](#)):

Thank you Eric. When considering a project, how much consideration does Dominion place in a project that integrates positive environmental and social impacts with outdoor recreation, carbon sequestration, and conservation into the project? Molly.

Molly Parker ([00:48:55](#)):

Thank you Austin. Um, that's a really good question and one that we'll I think need to follow up on after the webinar.

Austin Jones ([00:49:05](#)):

Thank you Molly. Is it still possible at this time for a firm who did not submit an intent to bid form in May to still submit an RFP for DER or energy storage? Eric McMillan.

Eric McMillan ([00:49:21](#)):

Yes. Uh, so we will accept intent to bid forms and allow proposals to be submitted all the way up until the proposal due date. However, we will not accept the proposals that are submitted after the RFP bid due date.

Austin Jones ([00:49:38](#)):

Thank you. I have tried to email the large-scale email but it did not work. Do you know if there's anything wrong with the email address for all questions to 2021 solar, wind and storage RFP with the email address 2021solarwindstoragerfp@dominionenergy.com? Eric McMillan.

Eric McMillan ([00:50:02](#)):

Um, so we have successfully been receiving and submitting emails from that inbox. Uh, if you don't mind, if you could reply to the email that you received following this presentation. If you're still having issues, um, we'll look into the specific circumstance and work to resolve that. Thanks.

Austin Jones ([00:50:26](#)):

Thank you Eric. Is the August 2nd APA bid for both build own transfer and "box of documents?" I'll pass that to Eric McMillan.

Eric McMillan ([00:50:51](#)):

Uh, sure. So, um, we're not soliciting build own transfer bids, all documents associated with a bid submittal are due August 2nd.

Austin Jones ([00:51:05](#)):

Thank you. Can you please add the checklist to the SharePoint? Eric.

Eric McMillan ([00:51:15](#)):

So the checklists are on the SharePoint site. Uh, if you're having trouble locating them if you could email the RFP inbox, we'll work to resolve that and make sure there's not a, uh, issue or missing checklist. But they should be on your SharePoint site. Thanks.

Austin Jones ([00:51:37](#)):

Thank you Eric. Performance modeling standards mentioned the "most recent version" of PVsyst and SolarAnywhere. Can you confirm which versions Dominion requires? Should we be using PVsyst 7.2 and SolarAnywhere version 3.5? The standards also mentioned using two and a half percent LID losses for mono PERC modules. This is rather outdated, and if modules have third party tested data that suggest a different value can we use this? Mark Walker.

Mark Walker ([00:52:09](#)):

Uh, thank you Austin. Uh, you know, Dominion has standardized our performance modeling and the parameters that are in, uh, PVsyst. We, we've done this so that we can compare proposals, uh, to each other in an apple [inaudible 00:52:29] banana. Uh, also we are, are ensuring through the standardization of the modeling parameters that our right payers, our customers will actually, you know, receive the energy that we're projecting through this, you know, very complex modeling. So I would encourage, uh, all the submittals to conform to the standards. Um, at the same time we are, we always learn from our, uh, suppliers, and if there's, uh, a specific question that you [inaudible 00:53:02] I would encourage you to do that as well in requesting variants to, to those standards.

Austin Jones ([00:53:13](#)):

Thank you Mark. We have been told by Dominion interconnection group that third party fiber for transfer trip is acceptable for distribution level projects. Why is Dominion requiring Dominion-owned fiber for APA under this RFP? Erich Fritz.

Erich Fritz ([00:53:35](#)):

Thanks Austin. We'll follow up after this call with this, but, uh, DEV owned fiber is a requirement of the acquisition projects. Um, and we'll follow up with further information on that.

Austin Jones ([00:53:50](#)):

Thank you Erich. What assumptions do you want energy storage providers to make about asset cycling in making representations about their size?

Ricky Elder ([00:54:01](#)):

Thanks Austin? Uh, so, you know, one of the things we, we took the time to do in the RFP, um, is make, you know, note of use case assumptions that, uh, tie back to storage being used as capacity resources on a grid like I've talked about earlier. So we did actually take the time to outline, um, some assumptions

I think that cover this, the intent of this questions in section six of the RFP. Uh, so I'll read a few of those out here just for clarity. And if this doesn't hit the mark then maybe we can follow up offline as needed. But all required for our lithium-ion development proposals and PPA proposals, um, must include the following inputs and assumptions.

Ricky Elder ([00:54:46](#)):

One full charge, discharge cycle in a 24 hour period at submitted minimum and maximum states of charge. And for bidders to provide battery augmentation cycles that maintain facility output over a 15 year period, or an annual degradation rate that will be applied to the initial facility output, assuming no battery augmentation was ultimately performed. And again, kind of using that set of information to, uh, calculate the anticipated facility useful life, uh, given the charge, discharge cycles and the use case recommendations or noted. So I think that answers the intent of the question, but if there's any follow-ups here happy to take that offline as needed. Thanks.

Austin Jones ([00:55:28](#)):

Thank you Ricky. Is Dominion open to site design flexibility based on local requirements or desires? Fence type and vegetation come to mind. Mark Walker.

Mark Walker ([00:55:44](#)):

Thank you Austin. Yes we do have specifications that are, you know, built upon best practices for site design. At the same time though, there are locality requirements. And so we would honor those locality requests and requirements either in a CUP or an SEP or a zoning requirement. So there could be a variance to a, to a site spec like a fence spec or, or vegetative buffers. Um, that would, if you will override the Dominion specifications because we will conform to the locality requirements. Thank you Austin.

Austin Jones ([00:56:25](#)):

Thanks Mark. Is this the first time utility scale storage has been included in the RFP? Just trying to understand how much of the 250 megawatts by 2025 has been procured already, and if there will be any upcoming RFPs in the next year or so for storage? Ricky.

Ricky Elder ([00:56:47](#)):

Thanks Austin. This is the second, uh, RFP that contains storage, um, that is specifically called for. The first RFP last year, asked for up to 250 megawatts to be procured, this year's RFP asked for up to 100 megawatts to be procured. Uh, we are still, uh, finalizing, um, you know, the, uh, projects that ultimately will be selected, uh, from this past year's RFP process. And we'll be in a position to file, um, with the State Corporation Commission, um, you know, for approvals of those projects in the latter part of this year. Uh, so once we begin those efforts, um, meaning obtaining approvals from the SCC on those projects, we will then begin to see projects that will be, uh, counted towards the goals, uh, for petitioning the commission by those three various points in time. I mentioned 250 megawatts by 2025, 1200 megawatts by 2030, and, um, 2,700 megawatts by 2035. We have to begin those petitions to the SCC. Um, so, you know, tho- that will begin in the fall, again following up from last year's RFP efforts. Thanks.

Austin Jones ([00:58:10](#)):

Thank you Ricky. If APA submissions meet the goals of the RFP, how would this affect PPA submissions? Is there a preference by Dominion for APA versus PPA? Eric McMillan.

Eric McMillan ([00:58:25](#)):

Sure. So, um, the company will be seeking proposals under both transaction structures. And we will plan to target a roughly 65% asset acquisition and 35% PPA mix over the long-term.

Austin Jones ([00:58:47](#)):

Thank you Eric. Are the additional spacing requirements for storage in addition to the UL9540A standards? Ricky.

Ricky Elder ([00:59:03](#)):

All right, thanks Austin. Um, yeah so the, the UL9540A, um, testing requirements, those are, those are not actually requirements in the RFP those are requested. Just I wanted to just clarify that, uh, upfront. Um, the, those, those guidelines though and what we've asked for in the RFP, those are in excess of the spacing and setback requirements. So, you know, if you wanna think about it, uh, more or less, you know, however we wanna phrase it, uh, th- those are not, um, to be combined they're mutually exclusive. So thanks.

Austin Jones ([00:59:46](#)):

Thank you Ricky. With Dominion's FRR election, will there be any difference in how projects with or without a capacity obligation are viewed? Eric McMillan.

Eric McMillan ([01:00:09](#)):

Sorry Austin can you, um, repeat the question I wanna make sure I heard that correctly.

Austin Jones ([01:00:13](#)):

I can. With Dominion's FRR election, will there be any difference in how projects with or without a capacity obligation are viewed?

Eric McMillan ([01:00:24](#)):

Oh, sure. Um, so the assets that are acquired or purchased output via PPAs, both of those transaction structures will provide capacity benefits to our customers. And ultimately Dominion will be seeking 100% of the capacity of benefits under both of those structures.

Austin Jones ([01:00:54](#)):

Thank you Eric. Will Dominion be looking at ways to streamline distribution interconnection, particularly given that collocation is allowed in some cases with cli... You know, I, uh, I'm gonna pause this question coz I, I've noticed that it's a repeated question. So forgive me, forgive the pause let me move on. If we wanna change from PPA to acquisition for the original intent to bid, can we just change it in the RFP submission or do we have to submit a separate intent to bid? Eric McMillan.

Eric McMillan ([01:01:33](#)):

Yeah, so we do ask that you update your intent to bid document if you plan to add or subtract projects or change the transaction structure that you intend to bid into. However, you are free to submit a proposal with whichever transaction structure you prefer. Thanks.

Austin Jones ([01:01:54](#)):

Thank you Eric. Can you add in projects to already submitted intent to bid? If so, where do you send those? Eric.

Eric McMillan ([01:02:10](#)):

So, yes. Uh, similar to the, the last question, we will accept additions to your intent to bid forms, and do allow proposals up to the proposal due date. Uh, we will not accept proposals after the RFP bid due date. And you can submit your intent to bid forms, um, like you did your original intent to bid forms, we'll take that updated information. Thanks.

Austin Jones ([01:02:36](#)):

Thank you Eric. The storage requirements asked for an 8760 for storage. What are you looking for here? This seems to be more appropriate for solar, and Dominion would presumably determine how a storage facility is operated throughout the day and year. Ricky.

Ricky Elder ([01:02:54](#)):

Thanks Austin. So w- what we're looking for here is, you know, different projects can utilize different types of lithium-ion technologies, you know, that would conform with our RFP requirements. And the different types of technologies may have ultimately different types of operational capabilities and parameters, right? That feedback or are tied back to our use case assumptions that we've outlined and I, I previously mentioned a few questions ago. So what we wanted to do here was be able to have a document that ties back the use case assumptions to ultimately some of the technical information that's asked for in the information fo- addendum form. Such that we have a, um, a more say a, um, a comprehensive project submission that ties back the capabilities of the storage technology to the dispatched anticipated dispatch of the unit, um, and how all of that comes together with some of those, uh, ultimate results.

Ricky Elder ([01:03:59](#)):

From a useful life perspective and the degradation assumptions that are utilized, such that we understand how best these types of projects can benefit our system customers. So again, and, and it's a fair point on the 8760 being potentially more applicable for a solar project that has a different irradiance profile in one county versus another. But in this situation, the difference in our mind is that different technologies can have different, um, operational characteristics, and those operational characteristics can have ultimately different impacts when useful life, degradation and ultimately the performance for our system customers. We wanna make sure we understand the technology that's tied to the development asset that's being submitted to us for, um, acquisition consideration. Thanks.

Austin Jones ([01:04:50](#)):

Thank you Ricky. Where can one find the mentioned environmental justice supplemental document that details the requirements for environmental justice reporting? Eric McMillan.

Eric McMillan ([01:05:08](#)):

Sure. So those documents are in the SharePoint folder, uh, under the Dominion provided folder. If you're having trouble locating, uh, please reach out via the RFP inbox and we will point, uh, you in the right direction. Thank you.

Austin Jones ([01:05:28](#)):

Thanks Eric. What are the geo-tech specifications required for the APA or where can I find the supplemental info and push pull specs? Mark Walker.

Mark Walker ([01:05:42](#)):

Thank you Austin. Uh, that information should be provided in the SharePoint folder under the Dominion provided information. Um, if it's, if you need more clarification than that, um, I would suggest, you know, submitting another question. Thank you.

Austin Jones ([01:06:02](#)):

Thanks Mark. What was the reasoning for eliminating collocation opportunities in this year's RFP? Eric McMillan.

Eric McMillan ([01:06:26](#)):

Yes, I think we will have to follow up on this one. I'm not sure, um, I fully understand that question. So we'll follow up, uh, via the written responses and seek to answer that. Thank you.

Austin Jones ([01:06:40](#)):

Thanks Eric. To make sure I understood correct, for a power purchase agreement (no asset acquisition), the deadline to submit the proposal is March 2nd, 2022, but for acquisition proposal the deadline is August 2nd, 2021. Why the difference of seven months? Eric McMillan.

Eric McMillan ([01:07:02](#)):

Sure great question, um, and you are correct. The APA bids, um, we need to bake in additional time in order to line up the EPC process with the acquisition process. Because third parties will manage the construction for the PPA transaction structure. Uh, we provide additional time there to allow the most up-to-date proposals, which is closer to our anticipated filing timeline. Thanks.

Austin Jones ([01:07:36](#)):

Thanks Eric. I'll, uh, this'll be a back and forth between me and you for the next few questions. So, will Dominion set up another webinar later this year or early next year prior to the PPA bids are due?

Eric McMillan ([01:07:55](#)):

Um, so we did not have plans to host another webinar, uh, for this particular RFP cycle. Um, however, if, if you could submit your idea to the RFP mailbox and what your thoughts are there, we'd certainly like to hear that and we'll consider that if it's useful. Thanks.

Austin Jones ([01:08:16](#)):

Thanks. Does Dominion have an anticipated release date for next RFP following this effort?

Eric McMillan ([01:08:27](#)):

So we expect, uh, the RFP to be on an annual cadence, and we would also expect, uh, the next RFP to be roughly the same time next year. Thanks.

Austin Jones ([01:08:40](#)):

And last one just for you. Uh, can the same project be bid into both the APA and PPA processes?

Eric McMillan ([01:08:50](#)):

Uh, yeah. So you can choose, uh, to submit proposals into both transaction structures. We do ask that you submit separate intent to bid [inaudible 01:09:00] so we know to set up separate SharePoint sites to support each of your bid submittals. Thanks.

Austin Jones ([01:09:10](#)):

Thank you Eric. Will Dominion give any extra weight to a project under the APA that has a provision for a future better energy storage system installation in the county CUP that would allow Dominion to install BES at a future date? Ricky.

Ricky Elder ([01:09:27](#)):

Hey thanks Austin. That, that's a good question that. I'd say that, you know, we, in this RFP we want to try to always kind of get back to what's the project that's being, um, submitted to us for a bid for acquisition and consideration purposes. And typically it ties back to a specific project site plan that's ultimately approved by a locality, and that is codified via a conditional use permit or a special exceptions permit equivalent, um, from a zoning perspective with the locality. So I, I don't, you know, we might wanna take this one back and, you know, get you a, another type of a formal response and, and follow up.

Ricky Elder ([01:10:08](#)):

But my initial response to this is that we're not gonna provide any additional value to a project that might come later at some point in time in the future, because it's, it's very indeterminate at this point in time what that might actually be. Right we, we wanna make sure we have a lot of sight on a project that, um, has certainty and a timeframe and a site plan in the, the respective matters that allow us to have confidence in a permit that's tied to a specific project. So we can follow up on that as needed internally as well, and get back to the, the, to the questionnaire on this one. Thanks.

Austin Jones ([01:10:49](#)):

Thank you Ricky. And this is a follow-up to the 8760 question and your, your response earlier on that Ricky. The same storage facility could be operated with a widely different 8760, what's the best way to give what you need in this proposal without inadvertently hampering the bid? Given the facility that T by providing a sample 8760, that is just going to be one of the many potential 8760 profiles for the exact same storage facility. Uh, apologies for reading that correctly, incorrectly if I did. You need me to read that again Ricky, I'm sorry?

Ricky Elder ([01:11:26](#)):

No, I, I think Austin that, that just sounds like I need to have a follow-up with whoever's submitting the question. So I, I say we just take that one offline. Unless, uh, we're just getting into some really details

here. I mean I'm, I'm happy to kinda walk through it in more detail here, but I think an offline discussion here is probably, probably beneficial.

Austin Jones ([01:11:47](#)):

Thanks for that Ricky. Actually I think that was our last question for the day. So, uh, thank you very much bidders and webinar participants for your time today. Thank you for submitting your questions. And this concludes our presentation today. We appreciate your engagement. Take care.