

Emil Avram ([00:00:08](#)):

Okay. Good day everyone, and thank you for attending. I am Emil Avram, vice president of business development at Dominion Energy, and our team, along with Project Construction and other groups, are responsible for growing and executing a large share of our company's clean energy transformation. Um, we anticipate you'll find this webinar useful in solidifying your interest in offering clean energy solutions to Dominion Energy Virginia. Uh, this continues to be a pivotal time for our company overall. It's just two years ago we announced our goal to achieve net zero carbon emissions by 2050. Additionally, in Virginia Senate Bill 851, also known as the Virginia Clean Economy Act, or VCEA, became law two years ago. Uh, this revision to how electricity will be produced, transported and delivered, will become a critical component toward meeting our net zero commitment company-wide.

Emil Avram ([00:01:13](#)):

Today, uh, we're gonna bring together our team of leaders and experts to provide you with a summary of our 2022 solar onshore wind and energy storage RFP, what we are expecting in proposals and what you can expect from this overall process. Next slide.

Emil Avram ([00:01:37](#)):

So, this is today's agenda for this webinar. Uh, I'll first discuss a major driver behind these annual RFPs and our progress to date. Uh, then I'll turn it over to Todd Flowers, Ricky Elder, and Austin Jones to discuss what's new this year compared to prior years, uh, key considerations in submitting successful proposals, and details on the types of assets we are looking to acquire.

Emil Avram ([00:02:07](#)):

I do want to note that this webinar is entirely focused on the process associated with submitting proposals for project assets you are interested in selling to us. Uh, information about PPAs will be addressed later this summer. So, for those of- who have, uh, not done business with us before, it's important to know that we are generally looking for solar, wind and energy storage assets that are ready to construct, uh, with all environmental, cultural, real estate, uh, environmental justice, site studies and surveys completed, uh, interconnection studies far enough along in the process to provide some level of cost and schedule certainty, and zoning approval from the locality.

Emil Avram ([00:02:59](#)):

We have had many, many solar projects, uh, come to us in the past few years that have not had sufficient land available to build the needed amount of megawatts, DC and AC. In general we have found that solar projects need about 15 acres of land per megawatt AC, uh, to account for setbacks, buffers, stormwater basins and et cetera, um, and to achieve a- a reasonable DC to AC ratio of at least 1.3. um, you know, so that's something to consider. Uh, make sure that your projects have sufficient land. Um, but if not, they'll potentially have lower energy producing characteristics and may not meet our threshold for customer value.

Emil Avram ([00:03:48](#)):

Uh, in addition I do wanna point out, for energy storage projects, we continue to require 25-foot spacing between containers, uh, for proposing battery systems using technologies such as lithium-ion, uh, to avoid fire contagion. Uh, if- if a fire does happen to occur, to avoid the spread of that across the site. So make sure you have sufficient land for that. Um, I just wanted to couple tho-... highlight those few things, uh, to the development community, which I'm sure others may discuss as well. Next slide.

Emil Avram ([00:04:26](#)):

So, on this next slide you will see a summary of the Virginia Clean Economy Act, or VCEA, as it pertains to this RFP. Um, it established requirements for Dominion Energy to conduct market solicitations and to annually file applications and plans encompassing the VCEA requirements. Uh, the VCEA also incorporates a renewable portfolio standard with a 100% zero carbon power generation mix by January 1, 2047. Um, it also includes development targets to deploy 24 gigawatts of solar, onshore wind, offshore wind, and energy storage by 2035, with interim goals for solar and energy storage as indicated here.

Emil Avram ([00:05:22](#)):

Um, if you'd like more information about the specifics of the Virginia Clean Economy Act, I encourage you to go to, uh, Virginia's legislative information system and pull up senate bill 851 from the, uh, 2020 general assembly session. Uh, and you can read, uh, in the right section there all about it. Next slide.

Emil Avram ([00:05:50](#)):

Okay. On this slide you can see from the information here that we have, uh, successfully accelerated our clean energy growth plans, uh, making this RFP one of the largest annual, uh, clean energy solicitations in the U.S. Uh, over the past two years, since the VCEA was signed by our prior governor, we've issued three annual RFPs, uh, engaged with dozens of solar, wind, and energy storage developers to consider many projects, uh, under development in the Commonwealth, and have ultimately proposed 18 company owned solar and storage projects totalling 817 megawatts, uh, to the Virginia State Corporation Commission. Uh, we've also proposed 645 megawatts of PPAs on top of that. Uh, and as you can see, we've had two successful filings with the commission, uh, with most... the most recent, uh, being approved this past March.

Emil Avram ([00:06:54](#)):

This 2022 RFP will assist us in meeting what we call our CE4 group of projects, as you can see on that bar chart, um, to be filed with the commission in the fall of 2023. So, uh, we- we also update our RFP's development plan annually. Uh, so these total future amounts shown here may change, but this is roughly the, uh, the current plan.

Emil Avram ([00:07:24](#)):

So, I do now want to introduce our Dominion Energy team who will go through the details of this RFP, and- as well as answer any questions you may have. Uh, so I'm pleased to introduce to you Todd Flowers, who is director of business development, leading our power generation development strategy and execution for Dominion Energy Virginia. Uh, he'll go over the notable changes to this RFP from prior years and discuss the process, scope and key considerations for submitting a proposal.

Emil Avram ([00:07:53](#)):

Uh, Ricky Elder, manager of business development, who's leading our energy storage strategy development and project acquisition efforts, will highlight our energy storage requirements. Aust in Jones, manager of business development, will review the distributed solar requirements of this RFP. Or distributed energy resources as we define it, uh, which is now even more integrated within this RFP process compared to prior years.

Emil Avram ([00:08:22](#)):

During the Q&A period we also have Gary Payne, manager of business development, leading our solar and wind acquisitions, Amelia Boschen, supervisor of the environmental regulations, Katie McCormick, environmental justice consultant, Joel Trivette, senior construction project manager of interconnection, Mark Walker, director of project construction, and Robert Hare, manager of energy storage, uh, project construction available to answer questions. Christine Sedlar, who's a business development manager, will moderate the- the question and answer process at the end.

Emil Avram ([00:09:01](#)):

Uh, just a couple logistical items during this webinar. All audience members will remain muted throughout the entire webinar due to the number of participants. Uh, so if you have a question, I encourage you to enter them in the space available on the lower left hand side of your screen where it says Ask A Question. You don't need to wait until the end to type in a question, so encourage you to do so early as we, uh, will likely answer them in order, as many as we can in the time we have. So, um, we will follow up and send out a copy of this presentation and the written responses to all the questions we- we receive before the end of this month.

Emil Avram ([00:09:45](#)):

Um, and finally I'd like to say thanks for your interest in participating in this RFP, uh, and potentially supporting our goals and objectives, uh, toward becoming the most sustainable energy company in the U.S. Uh, we anticipate that your success in developing clean energy solutions in Virginia will also lead to ours, which is why we're here with you today. I will now turn it over to Todd Flowers.

Todd Flowers ([00:10:14](#)):

Great. Thank you, Emil. If we could go to the next slide. Again, thanks everyone for joining our webinar today. As Emil mentioned, I am Todd Flowers, director of business development, and I'll be presenting some of the changes to the RFP process from previous years, including new requirements, details on a new open RFP process that allows acquisition proposals to be accepted year round, a summary of the scope of utility-scale, solar, onshore wind, energy storage, and distributed solar, and information on how to ensure your projects are positioned for a successful selection in the RFP process.

Todd Flowers ([00:10:55](#)):

Regarding the RFP process itself, the company has separated the RFP process for acquisition proposals from the RFP process for PPAs. More information on the RFP for PPAs will be provided at a later time, and you can expect to see the issuance of that RFP around September 1st of this year. For acquisitions proposals, utility-scale and distributed energy projects are being managed by the same RFP process.

Todd Flowers ([00:11:26](#)):

Another se- fairly significant change is the adoption of a year-round RFP process where the company will accept proposals for projects all year. We're referring to this as an open RFP process. I will note that we encourage you to submit a proposal as soon as a project meets the requirements of the RFP. This new open RFP process will provide more flexibility to project developers as a development timeline has not always lined up with a strict proposal due date. We expect to be able to optimize the acquisition timeline as projects can be presented to the company as soon as the required development activities are complete.

Todd Flowers ([00:12:13](#)):

Pricing for utilities scale and distributed solar projects shall be based on a dollar per watt DC basis. Pricing for onshore wind and energy storage projects shall be based on a dollars per watt AC basis. You should also be aware of new proposal requirements. Meeting these requirements will be necessary to have a conforming proposal. First, there's a requirement for the execution of an exclusivity agreement. This is required for all proposals this year. In previous years, it was not required for distributed energy projects, but that is not the case going forward.

Todd Flowers ([00:12:55](#)):

The exclusivity agreement provides for two months of exclusivity, with eight months auto extended as needed. It is expected that the company will complete its evaluation of a proposal within the two months of exclusivity. We're also requiring proposals to include the anticipated commercial operation date, or COD. The COD shall align with the status of the development efforts. We're not soliciting propa- ... soliciting projects to meet a specific COD year. However, projects will be prioritized based on the company's ability to meet our clean energy targets.

Todd Flowers ([00:13:37](#)):

Lastly, there are requirements for additional documents. These include new natural resource mapping documents and an FAA notice criterion assessment. There are also two new ancillary documents that must be completed. These include a project parcel characteristics worksheet and a storage runoff reduction compliance worksheet. As mentioned by Emil, following today's presentation, members of our environmental and project construction teams are available during the Q&A session to answer any questions you may have on these new document requirements.

Todd Flowers ([00:14:20](#)):

If you move to the next slide, slide seven, you'll see the required steps in the new open RFP process. The company will continue to submit a single clean energy filing to the Virginia State Corporation Commission on an annual basis. But as noted earlier, acquisition proposals will now be accepted year round. The first step to participate in the RFP is to register as an RFP participant by submitting an intent to bid form and execute a confidentiality agreement. The intent to bid form, confidentiality agreement, and other additional information on this RFP can be found at the web address located on the arrow at the bottom of this slide. The signed confidentiality agreement should be emailed to a specific email inbal- inbox that has been established for this RFP. That email address may also be found on the website located on the arrow.

Todd Flowers ([00:15:23](#)):

Once an intent to bid form has been submitted, along with this... a signed confidentiality agreement, the company will provide additional supplemental documents and the fully executed confidentiality agreement. We then ask that you provide the company a notification of your intention to submit a bid using the same email inbox that I just referenced. Once we receive that notification, we will provide you access to a SharePoint site, along with the form acquisition agreement. You will use SharePoint to upload the proposal and the executed exclusivity agreement. As I mentioned, we anticipate our evaluation process to be completed within 60 days, assuming the proposal was complete and conforms to the RFP requirements. If the project is selected for potential acquisition, we then anticipate both parties to finalize the purchase agreement.

Todd Flowers ([00:16:23](#)):

If you move to the next slide, slide eight, the scope of the RFP is provided. For utility-scale and onshore wind projects greater than three megawatts, the company is seeking proposals for a total of approximately 640 megawatts. For energy storage the company is seeking proposals for a total of approximately 80 megawatts. Ricky Elder will be providing information on energy storage proposals in a few minutes. All of the acquisition proposals, utility-scale solar, onshore wind, energy storage, and distributed energy projects, must be located in the Commonwealth of Virginia. However, I will note that for utility-scale solar projects, or really utility-scale projects in general, they do not need to be located within Dominion Energy's service territory.

Todd Flowers ([00:17:20](#)):

The proposal shall be for the right to purchase all development assets, 100% of the project's proposed nameplate capacity. As previously noted, the anticipated COD and development fee shall be provided. For distributed energy projects, which are defined as projects that are three megawatts or less, the company is seeking up to 65 megawatts, with individual projects having a minimum capacity of 50 kilowatts.

Todd Flowers ([00:17:50](#)):

The distributed energy solar projects must also be located within the Commonwealth of Virginia, but please note that these projects must be located within Dominion Energy's service territory. The other considerations for distributed energy solar projects are similar to those of utility-scale projects. Austin Jones will be presenting additional information on the distributed energy projects in a couple of minutes.

Todd Flowers ([00:18:19](#)):

If we move to slide nine, and before turning the present o... presentation over to Ricky, I would like to remind you of how to position your proposals for success in the RFP process. There are three pillars to a successful proposal. First, a filed interconnection application, including the reports or studies that had been completed by PJM or through the state queue process. Second, adequate lane control for the entire project, including easements. For projects that involve the construction of a new switchyard, it is also important to remember that rights may be needed to deed the switchyard property to the regional transmission operator. And lastly, third, and approved local permit, whether it be a conditional use permit, a special exception permit, or special use permit as may be defined by the locality.

Todd Flowers ([00:19:19](#)):

Please review the requirements checklist in detail and ensure that the required studies or information forms are complete. In cases where studies may no longer be valid, or where conditions may have changed, have the studies refreshed. Please complete the information addendum and note that there is a requirement to include a record of community engagement for the project. The development plan and the anticipated COD shall be realistic, which includes an understanding of the interconnection schedule, with relevant information communicated in the proposal. The project's design nameplate capacity should be achievable and account for areas of avoidance, setbacks and buffers, and stormwater controls. And lastly, proposals must be accompanied with an executed exclusivity agreement, and purchase agreements that are limited in both the number and substance of exceptions to the form agreement, will be more favorably received.

Todd Flowers ([00:20:26](#)):

To provide information on energy storage acquisitions, I'd like to turn it over to my colleague, Ricky Elder, business development manager of our energy storage team.

Ricky Elder ([00:20:36](#)):

Thank you, Todd. Good afternoon everyone. My name is Ricky Elder and I manage Dominion Energy Virginia's energy storage development, acquisitions, and energy storage technology selection efforts, uh, for the benefit of our system of customers here in Virginia. It's a pleasure to be able to talk... uh, to take a few minutes to talk with you all today about our energy storage acquisition bid requirements in this year's RFP. Uh, we're very excited to continue including energy storage projects, um, in our RFP cycles, which represents again our firm commitment to ensuring these types of valuable grid resources are brought into operation at scale in the Commonwealth of Virginia.

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

As noted earlier by Todd, Dominion Energy is seeking development proposals for up to 80 megawatts of energy storage capacity for this RFP. Each proposal that's submitted must be at least three megawatts in system size or larger, and must represent generation in a single site, not aggregation of multiple facilities at separate sites. We're seeking solar plus storage, standalone storage, and onshore wind plus storage project development proposals to be submitted, um, as part of this process. For all of the proposals that include energy storage, the company is requiring a four-hour duration lithium-ion AC-based battery energy storage system. The company will also consider additional alternative storage proposals, including different storage technologies and DC-based lithium-ion battery storage options as part of the submittal of a four-hour duration lithium-ion battery energy storage system.

Ricky Elder ([00:22:27](#)):

So, Dominion is requesting that all required information, as noted in the storage, uh, related checklist, to be submitted as part of con... of a conforming bid. There are a few items in storage checklist that differ from the other acquisition checklists that 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 for a project to be considered a conforming bid. All bids must incorporate the detailed spacing and setback requirements, as noted in the checklist and as mentioned earlier by Emil Avram and recently released, uh, BESS spacing and firewall supplement information document. Those contained in the RFP, uh, information materials.

Ricky Elder ([00:23:17](#)):

So in summary, the key aspects of those requirements are as follows: 24-foot minimum spacing requirement between containers, structures, or groups of containers or structures, with up to six megawatt hours of batteries. 24-foot spacing shall be provided to other site building structures or equipment as well. Containers, structures with more than six megawatt hours of batteries shall have 50-foot of spacing between those containers, structures and any other site building, structures, or equipment.

Ricky Elder ([00:23:51](#)):

All containers and structures containing batteries shall be at least 100 feet from non-participating landowner property lines for projects that are greater than 10 megawatts in nameplate capacity size. Firewalls may be utilized to increase the energy storage density of a project footprint in lieu of the 25-foot spacing requirement that was - has been previously noted, but must be done so in accordance with the specifications contained in the BESS spacing and firewall supplemental information document. And we've included graphical representations of acceptable storage layouts utilizing these requirements for reference purposes in this document.

Ricky Elder ([00:24:35](#)):

A- And for a little context on this, you know, the site plan, spacing, setback, and firewall requirements are all included to address fire safety risk with battery energy storage projects. A- And Dominion Energy acknowledges that lithium-ion battery energy storage continues to be a developing technology here in the Virginia market that we are excited about, but that also contain and have associated fire safety environmental risks which may cause operational concerns. So with the evolution of industry codes and standards, the company has elected to implement best practices and design features that will be required on these types of projects, including but not limited to spacing, setback, and firewall requirements between the storage equipment, as described in the checklists and the firewall supplement... spacing and firewall supplement document that I referenced before. And these practices are likely to result in the mitigation of many of these risks.

Ricky Elder ([00:25:37](#)):

Additional design criteria may be provided in the future as needed for the company to properly evaluate bid proposals. So, for the avoidance of doubt, we will include these spacing and setback requirements for all battery storage technologies that are submitted with bids for this RFP cycle. And also, as noted before, you- Todd had mentioned that, uh, we're requiring the use of the VRRM compliance spreadsheet to size stormwater basins for new energy storage projects, and we've also provided new geotechnical specs, um, with specific board requirements that are tied to storage projects as well. So, just wanted to make sure the community was aware of that.

Ricky Elder ([00:26:18](#)):

Um, we ask that you also please make note of storage, uh, system technological aspects, uh, that section of all the checklists. We're requiring bidders to provide us, or requesting bidders to provide us, with various technological aspects of the battery systems that were contemplated to be used, uh, at the development site during the permitting cycle. So, some notable items included in this section, for example, are the- the technology type, the chemistry type, megawatt system size, nameplate capacity, duration, round trip efficiency, useful life, maximum cycles, recommended degradation, augmentation, and ramp rates.

Ricky Elder ([00:26:59](#)):

Um, you know, in closing, we're- we're expecting the developer to complete all required aspects of the checklist, including local permitting, and then it'll be Dominion Energy's responsibility to obtain a CPC and approval from the SCC for these storage projects that we ultimately acquire. Again, thank you so much, uh, for your time. Now I'll turn over the presentation to Austin Jones to discuss key considerations for our distribution scale solar projects.

Austin Jones ([00:27:23](#)):

Uh, thank you, Ricky. I'm Austin Jones. I manage our distrib- distributed- distributed energy resources team responsible for distribution scale solar acquisitions, uh, and now I'll cover items specific to the distribution scale solar component of the RFP.

Austin Jones ([00:27:40](#)):

Many of the requirements are similar, if not identical to, the requirements for the utility-scale projects. Um, there are a few key differences worth highlighting. The first difference is the capacity size limitation. We are soliciting distribution scale solar projects with a maximum AC capacity of three megawatts and a minimum of 50 kilowatts.

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

Second, all distribution scale projects must be located in Dominion Energy Virginia's electric service territory, because all distribution scale projects will be interconnected onto Dominion's electric distribution network, uh, and there is no opportunity to wheel power from another system as there may be with transmission interconnected projects.

Austin Jones ([00:28:19](#)):

Lastly, the Virginia Clean Economy Act dictates that no more than three megawatts of distribution scale projects, as defined in the RFP, at a single location or contiguous locations may be owned by the same legal entity or affiliated entities. Uh, we have transferred this legislative limitation to our RFP requirements. So, as an example, bidding two three-megawatt projects that are on adjacent parcels would be considered non-conforming.

Austin Jones ([00:28:46](#)):

Also, as a reminder to bidders, the Virginia State jurisdictional interconnection process and team are managed by a separate and distinct team than the one here administering this RFP. So any interconnection specific questions can be directed to your respective project manager associated with your interconnection application, or you can direct the questions to the RFP mailbox and they will be addressed accordingly. Thank you for listening. Uh, we're looking forward to receiving and reviewing your distribution scale solar project proposals. Uh, and with that I'll pass the mic to Christine Sedlar, business development manager for utility-scale acquisitions and our moderator for this discussion to facilitate our Q&A portion of the webinar.

Christine Sedlar ([00:29:31](#)):

Thank you, Austin, and thank you Emil and the other speakers. As Austin mentioned, this concludes the formal portion of the webinar. We will now proceed to address the questions submitted in the chat box throughout the presentation with our speakers and the panel that Emil introduced earlier. Thank you to those of you that have submitted questions. Please note that during this webinar we will only be addressing live questions that are related to the acquisition of development assets. Any questions submitted on the PPA RFP will be forwarded to the PPA mailbox referenced at the bottom of the Q&A slide. Please use that email box if you have any questions.



Christine Sedlar ([00:30:20](#)):

If we do not have time to address every acquisition question, or if a question requires further review, we will make the responses available after this webinar. Please note that responses will not 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 and unanswered questions following this presentation.

Christine Sedlar ([00:30:52](#)):

The first question will be answered by our environmental, um, subject matter expert, Amelia Boschen. The question is: the northern long-eared bat is currently listed as threatened under the Endangered Species Act. When the final rule is published to changing the status to endangered, will the requirements associated with the northern long-eared bat change as a result of the listing?

Amelia Boschen ([00:31:23](#)):

Thanks Christine. Um, yes. Once the final rule becomes effective, the existing 4(d) rule which exempted many of the tree removal activities associated with energy development, um, from take prohibitions, will no longer apply. Um, and this... and the ESA Section 9 take prohibition will apply in full.

Christine Sedlar ([00:31:48](#)):

Thank you, Amelia. We have a few follow up questions that are related. Uh, the next question is, what projects will be impacted by the NLEB listing?

Amelia Boschen ([00:32:00](#)):

We expect that any projects proposing removal of trees or structures will be impacted by the listing.

Christine Sedlar ([00:32:11](#)):

Another question related is, when will the, um, northern long-eared bat endangered status take effect?

Amelia Boschen ([00:32:20](#)):

The final rule is expected to be published in November of 2022 and will take effect in December of 2022.

Christine Sedlar ([00:32:29](#)):

Thank you, and what are the options for compliance with NLEB, um, take prohib- prohibitions?

Amelia Boschen ([00:32:40](#)):

Um, well we won't know the full details of the rule until the final rule is published in November. Um, based on current agency guidance and the best information we have, um, and- and previously listed species as well, um, our expectation is that options for compliance are gonna be, um, either to adhere to a tree clearing and structure removal time of year restriction from April 1st to November 15th each year, meaning not conducting those activities within that timeframe. Or to conduct a habitat assessment to document the absence of suitable habitat for the northern long-eared bat on site. That's something that would be coordinated with the U.S. Fish and Wildlife Service for confirmation. Um, and we would just note that, um, northern long-eared bat can occupy a fairly wide range of habitat types, um, and- and we would not expect the complete absence of habitat on large sites that require a significant amount of tree clearing. Um, but that's an option, is- is to demonstrate that there's no habitat present.

Amelia Boschen ([00:33:44](#)):

And then finally, you know, the other options for compliance is to conduct field surveys to determine the presence or absence of the northern long-eared bat at a specific project site during the May 15th to August 15th survey window. This will require coordination with U.S. Fish and Wildlife Service on both survey protocol and the results of the survey. Um, if the northern long-eared bat is not identified at the site, um, as a result of this survey, a time of year restriction would not be necessary, and negative surveys remain valid for a period of five years.

Christine Sedlar ([00:34:23](#)):

Thank you. And- And one last question: why is the northern long-eared bat being listed?

Amelia Boschen ([00:34:31](#)):

Um, so the northern long-eared bat is a wide ranging, federally threatened bat species. It's found in 37 states and the District of Columbia. Um, Fish and Wildlife Service determined that the northern long-eared bat is in danger of extinction throughout all of its range. Um, this species typically overwinters in caves or mines and spends the remainder of the year in forested habitats. Um, the northern long-eared bat is a medium-sized, um, insectivorous bat. Uh, since the primary habitat during the spring, summer and fall months for the bat consist of trees and forested areas, any project that proposes to remove trees, um, may be affected by the proposed rule.

Amelia Boschen ([00:35:10](#)):

Um, the Fish and Wildlife Service, um, cites white-nose syndrome as the primary stressor, um, for the bats at this point, and- and adds that climate change, wind energy, and habitat loss are additional stressors to the species.

Christine Sedlar ([00:35:29](#)):

Thank you, Amelia. All right, now on to our next question. And this, um, will be answered by Joel Trivette, our, um, interconnection, um, specialist, subject matter expert. And the question is, as you probably already know, the PJM interconnect reform process is under way and will create significant delays for WMPA processing for all projects, including distributed generation interconnection projects. I'm reaching out to verify that Dominion is requiring distributed generation RFP bidders to have a WMPA queue position for projects 20 megawatts or less connecting to a Dominion distribution facilities as mentioned in section five, paragraph three, sentence one of the RFP document. Joel?

Joel Trivette ([00:36:26](#)):

Thanks Christine. Y- Y- Yes, this is Joel Trivette, and thanks, Christine, for reading the question. Uh, the requirement is for distribution level interconnected projects. They must be entered into the Virginia State interconnection process, which is administered by Dominion Virginia Power. And that... The end game or the end result of that process is to obtain the SGIA, or the interconnect agreement. In addition to that, we also require that the project be entered into the PJM interconnection queue process in order to obtain a wholesale market participation agreement, or a WMPA as it is commonly referred to.

Christine Sedlar ([00:37:24](#)):

Thank you, Joel. And we have another interconnection related question for you. Um, might have a similar kind of response, but I'll let you be the judge of that. Um, what queue number is required to meet the RFP? A PJM queue number, or the state queue number? Specifically for a project interconnecting at the distribution level. The PJM tariff states, what is the interconnection process according to RFP requirements?

Joel Trivette ([00:37:57](#)):

Thanks Christine. So, just to recap, uh, i- if it's... if the project is being interconnected at a transmission voltage, which is typically any voltage above 34.5 kV, then the project would need to be entered into the PJM interconnection queue process. Um, if the project is being interconnected onto a distribution circuit, uh, which on the, uh, Dominion Virginia power distribution system, those circuits are 34.5 kV and below, then the project would need to be entered into both the Virginia State interconnection queue process to obtain the interconnect agreement, as well as the PJM interconnection queue process to obtain the WMPA.

Christine Sedlar ([00:38:59](#)):

Thank you, Joel. Our next question will be responded- responded to by Gary Payne and the question is, is there any bid fee or bid security?

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

Thanks Christine. Nope. Uh, nothing as it related to that. However, exclusivity is required.

Christine Sedlar ([00:39:24](#)):

Thank you, Gary. Our next go- will go back to Joel Trivette and the question is, what does initial study agreement refer... what... Pardon me. What initial study agreement... What does initial study agreement refers to in the interconnection requirements? Where do we apply for interconnection queue? Is it Dominion or PJM? Is a WMPA agreement mandatory? What is the timeline for interconnection study and agreement?

Christine Sedlar ([00:39:55](#)):

Um, number of questions within one, but I think Joel will be able to answer that for you.

Joel Trivette ([00:40:04](#)):

Thanks Christine. So, it would be a similar response as to the previous interconnection questions. Um, as far as where to apply, um, the PJM interconnection queue process, application into that process is made through the PJM website, which is [pjm.com](#). As far as initial application into the Virginia State interconnection queue process, application into that process is made through the website [dominionenergy.com](#).

Joel Trivette ([00:40:47](#)):

Um, and as far as the timeline for the interconnection study and agreement, um, I would suggest r-reaching out, uh, to either of those entities depending upon, um, the queue process that you're, uh, entering into at the moment, and discussing the timeline for completion with them. I think most, uh, of those who are interested in submitting a response to the RFP are probably aware that the PJM queue process is currently, uh, undergoing a reform effort. However, that effort, that- that reformed process must be approved by FERC. And until PJM, um, you know, has that new process, uh, approved by FERC, uh, the existing process will continue to be in place and will continue to be used by them. Uh, and they will be accepting interconnection projects under the current process until the new process is approved.

Christine Sedlar ([00:41:54](#)):

Thank you for that response, Joel. Um, our next question will be answered by Amelia Boschen. Um, regarding the- the Virginia DEQ memo on April 14th, what... uh, what does it mean where it says, quote unquote, "interconnection approval?"

Amelia Boschen ([00:42:14](#)):

Um, Christine, at this point it's our understanding that the definition of interconnection approval for the purposes of the April 14th DEQ memb- memo is still under development.

Christine Sedlar ([00:42:28](#)):

Thank you, Amelia. Our next question will be answered by Todd Flowers. What is considered and accounted for in the 15 acre per megawatt AC?

Todd Flowers ([00:42:40](#)):

Great. Thanks Christine. The 15 acres per megawatt AC is a guideline, um, and would be essentially everything that would be included within the project or the project fence line. The solar facility, including the modules and inverters, the interconnection facilities, you know, setbacks and buffers, any kind of stormwater control features such as basins. And that number is really based on our prior experience constructing dozens of projects all across the Commonwealth, and it- it... you know, we had deemed that it typically requires about 15 acres per megawatt AC. Uh, this can certainly vary project by project depending on local requirements, environmental and other wetlands characteristics, the orientation of parcels, the total land area or other site specific considerations.

Christine Sedlar ([00:43:40](#)):

Thank you, Todd. Now the next question is a long question, so bear with me for a minute. Um, the, uh... One of our, um, audience members has noticed that Dominion doesn't publish project interconnection customer company names in the quarterly interconnection queue update, and would like to volunteer to have Encore Renewable Energy's name published in the Dominion queue quarterly update, along with the other data that is considered non-confidential under chapter 314 rules.

Christine Sedlar ([00:44:12](#)):

We understand that Dominion is operating under tight restrictions regarding the interconnection process and feel that publishing the names of developers could help facilitate the market to solve some of the queue congestion problems and bring ready to build projects through the process faster. Uh, si- chapter thirteen- 314, section 110, um, of the Virginia, um, legislation, or rule 314 110, um, section five states that the interconnection customer name is not confidential information for any project in the queue, and thought it would be worthwhile to volunteer to participate with more transparency; include our name as part of the queue data for the projects we are involved with and encourage other developers to do the same. Is that something that Dominion would be willing to do?

Christine Sedlar ([00:45:08](#)):

And that question goes to- to Joel Trivette.

Joel Trivette ([00:45:15](#)):

Thanks Christine. The- The- The question is referring to the Virginia State interconnection process. That process is administered by Dominion Virginia Power, which is the distribution company, uh, here at Dominion Energy. Um, the group that is, uh... has, um, entered into this RFP process is on the generation side of the business, um, so we would refer the, uh, the individual or the entity that asked the question to please reach out to, uh, the distribution company and see if they would be willing to incorporate that change into their pro- process.

Christine Sedlar ([00:46:06](#)):

Thank you, Joel. Our next question will be answered by Gary Payne. Can an acquisition project be located on the same parcel as a PPA project?

Gary Payne ([00:46:22](#)):

Uh, utility-scale projects can be co-located with another facility. However, DER projects, those that are three megawatts and smaller, cannot be co-located with any other project, either PPA or APA that qualify. We'll note however that, you know, an acquisition project does need to be separate and distinct from- from a PPA project.

Christine Sedlar ([00:46:50](#)):

Thank you, Gary. Our next question, back to you Gary. Emil said that Dominion wants the interconnection process to be far enough along to get a cost estimate. Does that mean we should wait to submit our proposal until we receive that information?

Gary Payne ([00:47:08](#)):

Yeah, several questions on this. Um, we prefer projects to at least have a system impact study. Um, however we'll- we'll consider those projects that are in the current AG2 or AH... AG2 or AH1 queue group for this RFP. Um, and those are expected to go into transition cycle two in PJM's transition plan and schedule.

Gary Payne ([00:47:37](#)):

You can read the next question, Christine. I think this- that answer might apply, but go ahead and read that one.

Christine Sedlar ([00:47:41](#)):

All right. The- We will just say, um, yes. So that question was what if a project is sitting in the AG2 PJM queue with no good timeline for when the feasibility or impact studies will be completed. At what point should we be submitting our proposal?

Gary Payne ([00:48:00](#)):

Yeah. Again, we'll consider projects in the current AG2 and AH1 queue group, knowing that they would go into PJM's transition cycle two.

Christine Sedlar ([00:48:10](#)):

Thank you, Gary. Our next question goes to Robert Hare. Um, store-energy storage project construction. For battery spacing, is it six megawatt hour usable or total?

Robert Hare ([00:48:27](#)):

There's a short answer on this one and the answer is total.

Christine Sedlar ([00:48:32](#)):

Thank you, Robert. And we'll go back-

Robert Hare ([00:48:34](#)):

You're welcome.

Christine Sedlar ([00:48:34](#)):

We'll go back to Gary. Given the delays in the PJM interconnection process, will Dominion consider projects that have filed queue requests but that have not received any studies?

Gary Payne ([00:48:50](#)):

Yes. We'll consider projects in the current AG2 and AH1 queue group, so much like the previous answer.

Christine Sedlar ([00:49:01](#)):

All right. Thank you. And again to Gary, can projects previously submitted in past RFP responses be eligible for the rolling RFP?

Gary Payne ([00:49:12](#)):

Yes. Please submit an updated proposal that aligns with the requirements of- of this 2022 RFP, rolling RFP. We welcome that.

Christine Sedlar ([00:49:26](#)):

All right. And back to you again, Gary. The acquisition scope for utility-scale projects, um, does that scope also apply to the PPA RFP, or only the acquisition RFP?

Gary Payne ([00:49:38](#)):

Yeah, this scope only applies to acquisition RFP. It's anticipated that the scope requirements for PPA projects will come later this year. Under a separate RFP. I think Emil might have mentioned that in his opening comments.

Christine Sedlar ([00:49:53](#)):

Thanks Gary. Um, our next question will go back to Joel Trivette. Um, will Dominion require a deeded easement or fee simple conveyance for the interconnecting substation footprint?

Joel Trivette ([00:50:09](#)):

Yeah. So, the requirement is a requirement of the transmission owner, which again, we are the generation company. Uh, the transmission company is a separate entity under Dominion Energy. However, the requirement is the area where the interconnection switchyard would be located must be deeded over to the transmission company in fee and that would include access roads, uh, that would be maintained, uh, you know, they'd need to have some sort of agreement that allow the access road, uh, to be available to the transmission company, uh, even after the solar farm has been decommissioned. So the idea is the interconnection switchyard as differentiated from the solar substation, uh, that the interconnection is owned by the transmission company and they will need to have access to that switchyard, uh, for perpetuity.

Christine Sedlar ([00:51:27](#)):

Thank you, Joel. Our next question is for Robert Hare. Can you please confirm what the setback requirement will be for energy storage project that are less than 10 megawatts?

Robert Hare ([00:51:41](#)):

Yes ma'am. So, the setback requirements for those energy storage projects that are less than 10 megawatts in nameplate system size will be reviewed on a case by case basis. Thank you, Christine.

Christine Sedlar ([00:51:56](#)):

Thank you, Robert. Our next question goes to Todd Flowers. Since Dominion will be responsible for EPC, can you provide some guidance regarding assumptions to be used in determine the AC/DC ratio? Will Dominion accept proposals based on AC rating only, consistent with interconnection applications?

Todd Flowers ([00:52:17](#)):

No. Proposals will need to have a preliminary site design, and as part of that we'll need to include the DC rating. Um, you know, it's somewhat project specific, but it should be something reasonable based on their experience in developing and- and putting together preliminary designs. So both an AC and DC ratio will be required and, uh, we expect developers to, um, use some engineering efforts to come up with that preliminary site design.

Christine Sedlar ([00:52:55](#)):

Thank you, Todd. And another question for you, would Dominion consider contracting with the developer of an asset for the engineering procurement and construction of that asset? If so, when would that contracting take place for asset acquisitions?

Todd Flowers ([00:53:11](#)):

There'll be a- a separate, um, competitive RFP process for the engineering procurement and construction of these facilities. So if you are interested in participating in that EPC process, you can reach out to our project construction team. But in general, this RFP is for the acquisition of those project, uh, assets. Uh, for the- the ready capacity. It is not for the construction of the projects themselves.

Christine Sedlar ([00:53:45](#)):

Thank you, Todd. Our next question goes to Austin Jones. Can you please provide guidance on what Dominion would consider reasonable interconnection costs for distribution interconnected projects? We're trying to understand if our project interconnection costs would eliminate our project for consideration before we spend money developing the project.

Austin Jones ([00:54:09](#)):

Yeah. Unfortunately, uh, we- we acknowledge that interconnection costs are an important economic consideration when valuing projects and making investment decisions, but- but we don't have a specific... we don't have specific guidance, uh, to offer a threshold range of acceptable costs. We evaluate a number of factors when reviewing proposals, both quantitative and qualitative. So I would suggest and- and recommend you just submit any competitive project that meets our RFP requirements.

Christine Sedlar ([00:54:41](#)):

Thank you, Austin. Our next question is- will go back to Todd Flowers. Do you plan on running this RFP annually over the next few years, as you have done over the past couple of years?

Todd Flowers ([00:54:55](#)):

Yeah. Thanks Christine, and that's a good question given some of the changes that we've communicated today. Um, you know, as we've discussed, we'll have an open RFP process where we'll accept proposals year round. However, we'll continue to- to make an annual application to the Virginia State Corporation Commission and expect that proposal requirements and the form agreement may get updated or refreshed over time. We expect to have a similar annual webinar and, um... you know, where we'd like to communicate those types of changes. So there'll be, kind of, an annual process the company will go through to submit its filing to the SCC, but this rolling RFP process will kinda happen year round. So there'll be another webinar that we anticipate holding next year for, kind of, the next, uh, tranche of projects, or the appropriate regulatory filing.

Christine Sedlar ([00:55:49](#)):

Thank you, Todd. I have another question for you. Is it mandatory to follow 15 acres per megawatt AC for bid, or is it project specific?



Todd Flowers ([00:56:00](#)):

Yeah, the total acreage is project specific, um, as conditions do vary site by site. And, you know, this is the required setbacks and buffers. Those are all typically driven by specific conditions, by local zoning or local permitting, such as a conditional use permit. The 15 acres per megawatt AC is - is guidance. Um, but I will note that we have experienced that some developers are very aggressive in their land and design assumptions, and the construction of the total capacity of the project that's been provided has been very challenged. So we do ask that you consider all those considerations, the setback's areas of avoidance, so that, when you submit a proposal, the- the total capacity that's been provided is achievable.

Christine Sedlar ([00:56:53](#)):

Um, thank you, Todd. Another question regarding that. Is 15 acres per megawatt AC a requirement or a guideline? Will it be evaluated on a project by project basis?

Todd Flowers ([00:57:05](#)):

Yeah. And again, it's just a guideline and it will be evaluated on a project by project basis.

Christine Sedlar ([00:57:14](#)):

Uh, thank you. Our next question will go to Austin Jones. Does Dominion's DER group still prefer facilities with a unit capacity of one megawatt or less like in the 2021 RFP? If so, can these still be co-located on a single parcel?

Austin Jones ([00:57:34](#)):

I wouldn't say we have a particular preference, uh, on a project size, because again, a number of factors are considered, um, when reviewing project proposals. And the co-location restrictions, as defined in the legislation, apply to any proposal.

Christine Sedlar ([00:57:55](#)):

Uh, thank you, Austin. And I believe that I don't see any other questions. Um, we- we want just another minute for any final questions to go into the group chat. Um, I do have one more that we just, um, received. Uh, Joel Trivette, this will go to you. What is the initial study agreement in the interconnection section?

Joel Trivette ([00:58:24](#)):

Uh, thanks Christine.

Christine Sedlar ([00:58:28](#)):

What does that mean?

Joel Trivette ([00:58:29](#)):

Yeah. If we... If we understand the- the question correctly, um, we believe that is the feasibility study. Typically the interconnection queue process has three study reports that are associated with it, the feasibility study, the system impact study, and the facilities study. Um, and those would be completed prior to issuing the interconnect agreement or, um, the ISA. So, um, I believe the correct response is, um, feasibility study is the first one.

Christine Sedlar ([00:59:08](#)):

Thank you, Joel. And that is, um... concludes our Q&A portion. Um, and thank you to the rest of the panel for participating. If you did not get a response to your question, more than likely we have some follow up work to do, but we will make sure that, um, it is provided on our website. Um, I do see one question that just came in. And if we, um, will kind of do this one on the fly and see if we can get a response. It is... It's just a follow up to just, kinda, confirm. Um, sites that are co-located cannot be combined with this RFP and PPA RFPs? So, um, Austin, would you be able to take that? I think it's a confirmation.

Austin Jones ([01:00:08](#)):

That's right. Um, the co-location restrictions apply for anything that will be used to meet our VCEA compliance.

Christine Sedlar ([01:00:25](#)):

All right. Um, let me just make sure I- if there are any other fi- final questions.

Gary Payne ([01:00:31](#)):

Let's just clarify that last point. That's specific to projects that are three megawatts and smaller.

Austin Jones ([01:00:37](#)):

That's right. Thank you.

Gary Payne ([01:00:38](#)):

And then the utility-scale, there is a potential for those projects to be co-located. That is a acquisition and a PPA project.

Austin Jones ([01:00:49](#)):

Thank you for that clarity, Gary.

Gary Payne ([01:00:53](#)):

Um, sure. We- We had a question on, um, just clarifying the- the- the queue process with PJM and- and the, um, construction readiness of projects. Um, I think I- I'll just... We think that projects can be... can achieve NTP readiness while working through the- the PJM process, so that's why we're- we're offering the- the ability to look at projects that have an AG2 or AH1, uh, queue position. And- And we're sympathetic to the (laughs) the, you know, the- the challenges that- that that presents. Um, and I- I can let others on the team add to that if they'd like. But we understand that there'll be some delay due to PJM reform. But construction readiness means that we've met the other pieces. You know, approved the local permit, stise- site studies are complete, et cetera.

Emil Avram ([01:02:05](#)):

Yeah. This is Emil. I'll just add that, um, you know, recognize the PJM process is going to take some time to work through and- and completely transition to, uh, the cluster study process. So, during that time in this whole transition, um... Yeah, we're going to be looking at projects that, as they're going through that transition process, um... And I-I think, you know, we need to evaluate them. So, as I mentioned, because, um, those projects in AG2 and AH1 are going through transition cycle number two, you know, those will have, uh... or are planning to have interconnection agreements by 2026. Um, which is, you know, I would say, just on the outside edge of when we'd want to potentially place these projects in service.

Emil Avram ([01:02:57](#)):

So, assuming we- there's a way to, uh, I'll say parallel process the interconnection effort with the construction of the facility, um, you know, we will consider that. So hopefully that-that helps. Between mine and Gary's responses.

Christine Sedlar ([01:03:21](#)):

All right. Thank you, Emil. Um, we don't have any other questions and, as I had already said, thank you all, um, for participating and- and taking, um, some of your time today to join us, um, bidders, developers and other webinar participants. This concludes our presentation today and we appreciate your engagement with us today. Have a great day. Thank you.