



# **Request for Proposal**

## **2020 Solicitation for New Distributed Photovoltaic Solar Generation**

**October 9, 2020**

**Dominion Energy Virginia**

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## **PART I – RFP Overview**

### **A. Introduction**

More than 7 million customers in 20 states energize their homes and businesses with electricity or natural gas from Dominion Energy, headquartered in Richmond, Va. The company is committed to sustainable, reliable, affordable and safe energy and to achieving net zero carbon dioxide and methane emissions from its power generation and gas

infrastructure operations by 2050. Please visit [DominionEnergy.com](https://www.dominionenergy.com) to learn more.

Virginia Electric and Power Company (the “Company” or “Dominion Energy Virginia”), a wholly owned subsidiary of Dominion Energy, is a regulated public utility that generates, transmits and distributes electricity for sale in Virginia. In May 2005, the Company became a member of the PJM Interconnection L.L.C. (“PJM”) Regional Transmission Organization, which operates the wholesale electric grid in the Mid-Atlantic region of the United States. As a result, the Company transferred operational control of its transmission assets to PJM.

The Company has a diverse mix of generating resources consisting of Company-owned nuclear, fossil, hydro, pumped storage, biomass, offshore wind and solar facilities. Additionally, the Company purchases capacity and energy from non-utility generators and the PJM market.

## **B. Purpose**

With this Request for Proposals (“RFP”) dated October 9, 2020, Dominion Energy Virginia is soliciting proposal(s) (the “Proposal(s)”) from bidders (“Bidders”) for new photovoltaic (“PV”) solar generation Unit Capacity of three megawatts or less (“Distributed Solar Facility”) connecting to the Company’s distribution network.

The need for additional generation resources to serve the Company’s projected customer load was identified in the Company’s 2011-2020 Integrated Resource Plans (“IRPs”). The IRP is the Company’s long-term planning document for meeting future customer needs at the lowest reasonable cost while maintaining reliability and flexibility. The Company’s 2020 IRP is available at: <https://www.dominionenergy.com/our-company/making-energy>

New renewable generation resources and energy storage are also needed to achieve the Company’s commitment of net zero carbon emissions from its power generation fleet by 2050 and to meet targets as set forth in the Virginia Clean Economy Act signed by Governor Northam on April 11, 2020. Renewable Energy Credits from these new

resources are intended to be used for purposes of compliance with the Renewable Portfolio Standard as defined in the Virginia Clean Economy Act.

The Company is conducting this RFP to seek third-party proposals in order to fully evaluate and determine the most favorable new distributed solar generation.

### **C. Scope**

All Proposals must conform to the RFP requirements detailed below. Any Proposal that does not conform to one or more of the RFP requirements may be eliminated from further consideration.

#### **1. Product**

For the purposes of this RFP, "Unit Capacity" is defined as maximum net MW (ac) output, and includes capacity, energy, ancillary services and environmental attributes (including but not limited to renewable energy certificates) delivered from a specific Distributed Solar Facility.

#### **2. Structures**

The Company is seeking proposals based on any of the following structures. Bidders have the option of submitting more than one proposal for a single facility, each based on a different structure.

- a. Power Purchase Agreement ("PPA"): Agreement that provides Company the exclusive right to 100% of the Unit Capacity of the facility from which such output will be delivered. The contract delivery term shall be twenty years. Such PPA shall also provide Company an option to acquire the facility's assets on or after the tenth full year of operation, priced at the "then market price"
- b. Asset Acquisition of Development Project at Notice to Proceed ("Development Proposal"): Proposal that provides a price for the sale of a development project, including property rights, permits, interconnection queue position, reports and

preliminary design documents and agreements that would allow the Company to complete development and construction of the facility by the expected in-service date.

- c. Asset Acquisition of Project at Mechanical Completion ("MC Proposal"): Proposal that provides a price for the sale of a project that is to be developed, constructed and turned over to the Company at Mechanical Completion. MC Proposals are expected to be priced as "turnkey" and the developer will be responsible for all costs to final completion.

### 3. Commercial Operations Date

For PPA Proposals, Development Proposals and MC Proposals, the Bidder must propose a delivery of Unit Capacity commencing no later than 2022. While not a requirement, Proposals that include actions that have been taken, or a plan to secure as high a percentage of the Federal Solar ITC as possible may be evaluated more favorably. All proposed facilities shall be in-service and capable of delivering their full rated output by December 31, 2022. The delivery year shall be clearly designated as part of all proposals and should be supported by a firm contractual commitment.

### 4. Quantity

The Company is seeking PPA Proposals and Development Proposals for up to 80 MW (ac) total capacity with a COD no later than 2022 from Distributed Solar Facilities with a Unit Capacity not to exceed 3 MW as defined in the Virginia Clean Economy Act (and at least 50 kilowatts (kW) for rooftop installations).

The Company is also seeking PPA and Development Proposals for Distributed Solar Facilities that meet the Previously Developed Site criteria as described in the Virginia Clean Economy act. This includes brownfield sites and parcels previously used for a (i) retail, commercial, or industrial purpose; (ii) as a parking lot; (iii) as a site of a parking lot canopy or structure; (iv) for mining, which is any lands affected by coal mining that took

place before August 3, 1977, or any lands upon which extraction activities have been permitted by the Department of Mines, Minerals, and Energy under Title 45.1; (v) for quarrying; or (vi) as a landfill.

To meet compliance with additional requirements under the Virginia Clean Economy Act Renewable Portfolio Standard, the Company prefers facilities with a Unit Capacity of 1 MW or less and that will be accounted for in the economic evaluation. Facilities intending to satisfy the 1 MW or less portion of the Renewable Portfolio Standard must meet the colocation and other requirements as described in the Virginia Clean Economy Act.

#### 5. Delivery Point & Interconnection Status

The Company will only consider proposals for facilities located in Virginia and within Dominion Energy Virginia's service territory. Proposed facilities must be interconnected to the Company's electrical system. Please see Appendix A for a map of the Dominion Energy Virginia service territory.

Projects with delivery points that the Company deems are likely to provide locational grid benefits to Dominion Energy Virginia customers may be evaluated more favorably.

Projects submitted must have an active interconnection request in the State Jurisdictional Queue or an interconnection agreement.

#### 6. Technology & Reliability

All Proposals must utilize existing, proven technologies, with demonstrated reliable generation performance. The Company is not seeking proposals that utilize battery storage technology.

#### 7. Checklists

Three Checklists have been developed that outline “Required” and “Requested” information for each bid submittal. The checklists include, (i) Acquisition - NTP, (ii) Acquisition – MC, (iii) PPA. These checklists are available on the RFP website and should be used as a guide for all bid submittals. If all Required items are not delivered by the Proposal Submittal Date, bids may be disqualified from the evaluation process. All Proposals must have a well-defined and credible development plan for either Bidder or Company to complete the development, construction and commissioning of the facility within the proposed timeline.

#### 8. Agreements

Proposals for PPAs **must** be accompanied by an affirmative statement that Bidder is taking no exception to the form of power purchase agreement (“Form PPA”).

Proposals for Acquisition **must** be accompanied by either (i) an affirmative statement that Bidder is taking no exception to the form of asset purchase agreement (the “Form APA”) provided pursuant to this RFP; or (ii) a fully marked-up Form APA that is reflective of its bid, and that Bidder deems execution-ready. This is critical for the Company to properly evaluate a Proposal, and to ensure the Company can conclude the RFP process in a timely manner. Any proposed revisions to the Form APA must be clearly marked with specific language detailing the revisions and the accompanying rationale therefor. Proposals with incomplete Form APA revisions, edits and/or accompanying rationale, or that rely on future negotiations to finalize may be deemed non-responsive and subject to rejection by Dominion Energy Virginia.

#### 9. Exclusions

The Company is not seeking or accepting demand side management resources, fossil fueled generation, or renewable generation other than PV solar. While these excluded resources are outside the scope of this RFP, the Company may consider these resources in other existing and future Company-sponsored procurement programs.

The Company will not consider Proposals that have material contingencies, such as for financing, environmental, etc.

**D. Schedule & Process**

1. Key Dates

RFP Announcement & Issuance	October 9, 2020
Intent to Bid Form & Confidentiality Agreement Deadline	October 30, 2020
Form APAs and Form PPAs Provided	December 1, 2020
APA Proposal Submittal Deadline	January 8, 2021
PPA Proposal Submittal Deadline	March 1, 2021
RFP Concluded	Q2, 2021

2. Intent to Bid Form and Confidentiality Agreement

All participating Bidders must complete an Intent to Bid Form and execute a Confidentiality Agreement (“CA”). The completed form and signed CA must be emailed to [2020DistributedSolarRFP@dominionenergy.com](mailto:2020DistributedSolarRFP@dominionenergy.com) no later than 12:00 PM EDT (noon) on October 30, 2020. The Intent to Bid Form and CA can be found on the RFP website at [www.dominionenergy.com/2020DistributedSolarRFP](http://www.dominionenergy.com/2020DistributedSolarRFP). The Company will provide Bidders a confirmation upon receipt of the Intent to Bid Form and CA. Once the CA is received from the participating Bidder, the Company will complete execution of the CA and send a copy of the fully executed CA to Bidder.

After a Bidder has successfully completed and submitted the Intent to Bid Form and CA, the Company will email additional documents including the Voluntary Consent Form and ancillary documents referenced in the Checklists. Additionally, bidders will receive access at a later date to a data room to serve as the location for bidders to upload all proposal documents.



### 3. Bidder Financial Information

At the Company's request, Bidders will be required to provide 2018 (audited), 2019 (audited) and 2020 year-to-date financial information for the Bidder, and, if applicable, for the guarantors and sources of equity funding. Financial Information should include, at a minimum, a Balance Sheet, Statements of Income, and Statements of Cash Flows, with accompanying footnotes.

### 4. Proposal Submittal

Bidders must submit Acquisition Proposal(s) on January 8, 2021, no later than 3:00 PM Eastern Time. PPA proposals must be submitted on March 1, 2021, no later than 3:00 PM Eastern Time. Proposals must be submitted electronically via the data room. The Company will not accept Proposals that are mailed, emailed, or hand delivered. More complete instructions for submitting Proposals will be made available to participants prior to the Proposal due date.

In order to be accepted as complete, Proposals must contain all the documents and data requested in the form and format required, as described in Part III of this RFP document.

### 5. Expiration of Proposals

Proposals shall expire on the earlier of the time the Company notifies Bidder that its Proposal has been rejected in full or in part, or at 11:59 PM EPT on August 31, 2021. All Proposals must remain binding until such time of expiration.

## **E. Communications**

### 1. RFP Process Information

In addition to the information and instructions provided in this RFP document, please refer periodically to the RFP website [www.dominionenergy.com/2020DistributedSolarRFP](http://www.dominionenergy.com/2020DistributedSolarRFP) for additional information, announcements and updates.

## 2. Bidder Questions & Answers

Bidders may submit questions to the Company concerning this RFP process via email to [2020DistributedSolarRFP@dominionenergy.com](mailto:2020DistributedSolarRFP@dominionenergy.com). Please note that such questions will not be treated as confidential, and the question and answer may be shared for the benefit of other interested parties via the RFP website.

**Please note that under no circumstances shall Bidders attempt to contact Company employees directly with any matters related to this RFP process.**

## 3. Company Questions & Answers

Proposals with material omissions will be deemed non-responsive and may be eliminated from consideration by the Company. Note that the Company does not plan to contact Bidders in the event of such non-conforming Proposals prior to elimination.

However, in addition to the information requested from Bidders in this RFP document, the Company may have the need for clarifications or additional information as part of its review of Proposals. In such case, the Company will call or email the designated Bidder contact. Prompt responses to these questions will be required in order to maintain a responsive Proposal.

### **F. Modifications to RFP**

The Company reserves the right to modify this RFP for any reason and at any time. Such changes will be communicated via the RFP website and directly to Bidders who submit a valid Intent to Bid Form.

### **G. Confidentiality**

The Company will maintain the confidentiality of all Proposals submitted in accordance with the terms of the CA.

### **H. Miscellaneous**

1. The Company does not intend to negotiate with regard to PPA pricing. Bidders are

advised to submit their best and final price with their PPA Proposal(s).

2. The Company may procure more or less than the aggregate amount of Unit Capacity solicited in this RFP from one or more Bidders, and Bidders may propose facilities offering all or a portion of the solicited Unit Capacity. However, proposed projects must meet the sizing requirements as described in Section 1.C.4. Bidders are advised that any contract executed by the Company and any selected Bidder may not be an exclusive contract for the provision of Unit Capacity. In submitting a Proposal(s), Bidder will be deemed to have acknowledged that the Company may contract with others for the same or similar deliverables or may otherwise obtain the same or similar deliverables by other means and on different terms.
3. The Company reserves the right, without qualification and at its sole discretion, to select any Proposal(s) or reject any and all Proposal(s), and/or to waive any formality or technicality in any Proposal(s) received. Bidders who submit Proposal(s) do so without recourse against the Company for either rejection by the Company or failure to execute an agreement for the purchase of Unit Capacity or the facility for any reason.
4. The Company shall not reimburse Bidder, and Bidder is responsible for any cost incurred in the preparation or submission of a Proposal(s), in negotiations for a power purchase agreement or asset purchase agreement, and/or any other activity contemplated by the Proposal(s) submitted in connection with this RFP.
5. The information provided in the RFP, or on the Company's RFP website, has been prepared to assist Bidders in evaluating the RFP. It does not purport to contain all the information that may be relevant to Bidder in satisfying its due diligence efforts. The Company makes no representation or warranty, expressed or implied, as to the accuracy, reliability or completeness of the information in the RFP or the RFP website, and shall not be liable for any representation expressed or implied in the RFP or the RFP website or any omissions from the RFP or the RFP website, or any information provided to a Bidder by any other source.

6. Bidders should check the Company's RFP website frequently to ensure it has the latest documentation and information. Neither the Company nor its representatives shall be liable to any Bidder or any of its representatives for any consequences relating to or arising from the Bidder's use of outdated information.
7. Bidder shall indemnify and hold the Company harmless from all damages and costs, including but not limited to legal costs, in connection with all claims, expenses, losses, proceedings or investigations that arise as a result of the RFP, including the award or denial of a bid pursuant to the RFP.
8. The submission of a Proposal to the Company shall constitute Bidder's acknowledgment and acceptance of all the terms, conditions and requirements of this RFP.
9. Bidder shall obtain all licenses and permits that may be required by any governmental body or agency necessary to conduct Bidder's business or to perform hereunder. Bidder's subcontractors, employees, agents and representatives of each in performance hereunder shall comply with all applicable governmental laws, ordinances, rules, regulations, orders and all other governmental requirements.

## **PART II – Proposal Evaluation**

### **A. Evaluation Methodology Overview**

#### 1. Overview of Price & Non-Price Methodology

The Company will review and evaluate Proposals to determine the outcome that provides the lowest reasonable cost, while complying with the Virginia Clean Economy Act and related rules and regulations and maintaining reliability and flexibility for Dominion Energy Virginia customers. This evaluation will be conducted in consecutive steps, as outlined in Section II.B, in order to conduct a thorough and efficient review of Proposals. Proposals selected from the RFP process will be those that offer the most favorable combination of the Price Evaluation and Non-Price Evaluation, as described further below.

#### 2. Company Self-build Alternatives

The Company may develop self-build options for distributed solar generation in Virginia (the “Company Build Options”). The Company currently anticipates that it may complete one or more of the Company Build Options in addition to completing one or more transactions resulting from this RFP.

### **B. Evaluation Process**

#### 1. Review for Completeness

For Proposals received by the submittal deadlines, the Company will open and review all responses for completeness and responsiveness. Failure to provide the requested information in accordance with the submittal requirements described in Part III may result in disqualification of the Proposal.

#### 2. Review for Scope Compliance

The Company will then review Proposals for compliance with the RFP scope as described in Section I.C. Any Proposal not conforming to one or more of the RFP scoping factors may be eliminated from further consideration.

### 3. Initial Economic Screening

Depending upon the number of Proposals that are determined to be complete and that meet scope compliance requirements, the Company may perform an initial economic screening in order to eliminate uneconomic Proposals. This will allow the final evaluation process to focus on the most economic Proposals relative to other Proposals received.

### 4. Detailed Proposal Evaluation

Dominion Energy Virginia will conduct the final review and evaluation of remaining Proposals based on the Price Evaluation and Non-Price Evaluation as described below.

## **C. Price Evaluation**

The price evaluation will analyze each Proposal's value to Dominion Energy Virginia customers based on the Proposal's pricing. The Company will use generation planning and production cost models to determine the economic value, with the objective of minimizing present value revenue requirements for customers while maintaining grid reliability and flexibility.

## **D. Non-Price Evaluation Criteria**

### 1. Virginia Economic Benefit

The Company requires utilization of goods or services sourced, in whole or in part, from one or more Virginia businesses. The Company will consider each proposed facility's use of labor, materials and other resources within Virginia and from Virginia businesses. In evaluating Proposals extra consideration may be given to those located within either a minority community, Federal "Qualified Opportunity Zone" as defined by the Internal Revenue Service, or low-income qualifying projects as defined by the Va. Code.

### 2. Experience, Qualifications and Financial Strength

It is critical that the Company have a high degree of confidence in the Bidder's ability to construct and operate a facility as required under a PPA Proposal. Therefore, Bidders must demonstrate they have the experience, qualifications and financial strength to successfully execute a proposal, and will be evaluated as such. The PPA Proposal Submittal Date has been extended beyond that for acquisition proposals to allow bidders sufficient time to engage with one or more EPC contractors and potentially strengthen this aspect of their proposal.

### 3. Development, Permitting and Approvals Risk

The Company is seeking distributed solar generation to commence commercial operation no later than 2022 and will make planning decisions based on the selected Proposal(s). Therefore, the Company will evaluate Proposals based on the risk associated with proposed development plans and the associated contractual commitments.

Evaluation of development plans will include review of proposed schedule, budget, and Checklist items. Facilities with advanced and well-defined development plans will be evaluated more favorably. Proposals that are not site-specific or do not currently have land control will be disqualified from the evaluation process.

The Company will not assume any responsibility for the successful and timely development of a proposed facility under PPA Proposals, and such development schedule, budget, permits and approvals risk will be the sole responsibility of the Bidder.

As reflected in the form asset purchase agreement, Bidders will be required to represent and warrant to the Company that there are no facts or circumstances that could materially and adversely affect the ability of the Company to construct, own and operate the facility in accordance with the development schedule.

### 4. Technical Review of Facility Design, Equipment and Operations

The long-term performance of the proposed facility is critical to providing the intended value for the Company's customers. The reliability and capabilities of the facility's design, equipment and operations will be evaluated, including:

- Proven equipment and technology from qualified equipment providers
- Equipment warranties
- Performance guarantees, backed by contractual commitments
- Appropriate operating and maintenance plan

The Company has provided an Equipment and Site Requirements document, included as Appendix D to the Form Power Purchase Agreement, which reflects the Company's preferred specifications for PPA Proposals. To the degree a Proposal differs from the Appendix D Requirements, such change shall be reflected in the markup to the Form Power Purchase Agreement and submitted as part of Bidder's Proposal, accompanied by an explanation of the proposed change and why it would not adversely impact the reliability or performance of the facility.

#### 5. Interconnection and Location

Proposed facilities that are first in the interconnection queue on the Dominion Energy substation transformer to which it will feed power may be evaluated more favorably than facilities with subordinate queue positions. The Company may consider the benefits and impacts to the distribution grid of the facilities based on location.

#### 6. Agreement Terms and Conditions

The Company will rely on the PPA or Asset Purchase Agreement Terms and Conditions to ensure it receives the intended value of the Proposal and to protect Dominion Energy Virginia customers from unnecessary risk. Therefore, the Form Agreement mark-up submitted must accurately and fully reflect Bidder's Proposal and is critical to the Company's proper evaluation of a Proposal and timely conclusion of the RFP process.



APA Proposals that minimize revisions to the Company's Form Agreements will receive preference in the evaluation process. Additionally, PPA Proposals that provide strong commitments to the operation and performance of the facility, backed by a strong credit package (per Section III.B.11) will be evaluated more favorably.

Proposals that do not include an execution-ready agreement, have incomplete edits and rationale therefor or that rely on future discussions to finalize, may be deemed non-responsive and subject to rejection by Dominion Energy Virginia.

#### 7. Key Risk Factors

As the Price Evaluation and Non-Price Evaluation reviews are conducted, certain key risks will be compiled and included in the final evaluation ("Key Risk Factors"). These Key Risk Factors may be unique to a Proposal and while reflected in the Price and Non-Price Evaluation, may be significant enough to independently impact the overall favorability of a Proposal. For example, if there is significant uncertainty whether a key permit for a facility can be secured, jeopardizing the ability of the facility to be constructed, then that risk may also be included as an independent consideration in the final evaluation.

#### 8. Environmental Justice

In 2018, the Company adopted an Environmental Justice (EJ) Policy to affirm its commitment to ensuring the fair treatment and meaningful involvement of all people, regardless of race, color, national origin, or income, as we continue our efforts to provide clean, reliable, modern and affordable energy to our customers. Under this policy, project must involve and consider input from environmental justice communities even when there may not be a regulatory requirement to do so. An "environmental justice screening" is a type of social impact assessment that includes a demographic profile of the surrounding community and a desktop survey of nearby cultural resources and potential tribal interests. The goal of the screening is to identify potential EJ communities who may require enhanced outreach efforts but is

not intended to disqualify development in those areas. The company will evaluate EJ factors through the EPA Screening Report required in the applicable checklist.

## **PART III – Proposal Submittals**

### **A. Proposal Requirements & General Instructions**

Prior to submitting Proposal(s), Bidders must complete an Intent to Bid Form and execute a Confidentiality Agreement by the deadline in accordance with Section I.D.

Bidders may submit more than one Proposal. For multiple Proposals related to a single facility, Bidders may provide a single Proposal submittal package that clearly identifies the Proposals' differences. For Proposals that are based on different facilities, Bidders should provide a complete and separate proposal submittal package for each facility.

Bidders must submit Acquisition Proposal(s) on January 8, 2021, no later than 3:00 PM Eastern Time. PPA Proposals must be submitted on March 1, 2021, no later than 3:00 PM Eastern Time. Proposals must be submitted electronically via the data room. The Company will not accept Proposals that are mailed, emailed, or hand delivered.

The purpose of these requirements and instructions is to acquire sufficient information from all Bidders that will ensure a uniform and impartial evaluation and ranking of each Proposal. For this reason, the Company requires that Bidders complete all applicable items for each Proposal submitted: B. Proposal Summary Submittal, C. Information Form Addendum, D. Form Agreements, and E. Additional Requested Documents as described in this Part III. Bidders should refer to the applicable RFP Checklist available for download on the RFP website for detail on required and requested information to be included in each Proposal.

In order to be accepted as complete, Proposals must contain all the documents and data requested in the form and format required. Any Proposals with material omissions or incomplete responses to the requested items will be deemed non-responsive and may be eliminated from further consideration.

### **B. Proposal Summary Submittal**

Bidder's Proposal Summary must be provided in Microsoft Word or Adobe Acrobat PDF file format and contain the following information. Please maintain the order and content

as listed below to facilitate the review of Proposals.

1. Bidder Name, Contact information and Bidder Affirmation

Proposal(s) must be submitted in the legal name of the actual party or the ultimate “upstream” organizational entity that would be bound by any resulting power purchase agreement or asset purchase agreement with Dominion Energy Virginia and authenticated by an officer or other employee who is authorized to bind Bidder to an agreement based on the Proposal(s).

The first page of the Proposal shall list the Bidder and the Bidder Contact Information (Name, Title, Phone, Email Address, and Mailing Address).

Additionally, it must include the following statement, signed by an authorized representative of Bidder:

“I, \_\_\_\_\_, am an authorized representative of \_\_\_\_\_ (“Bidder”) and hereby certify and affirm that: (i) I am authorized to obligate the Bidder to the terms of its Proposal; and (ii) the Bidder’s Proposal shall remain binding until June 30, 2021; and (iii) neither Bidder nor any person or entity acting or purporting to act on its behalf or with Bidder has entered into any combination, conspiracy, agreement or other form of collusive arrangement with any person, corporation, partnership or other entity, which directly or indirectly has to any extent lessened competition between the Bidder and any other person or entity for this RFP.”

2. Proposal Summary: Please provide a brief summary of the Proposal, including key information on the facility, and identification of the proposed structure(s) (i.e., PPA, Proposal, Development Proposal or MC Proposal). Please highlight any significant unique attributes of the facility relative to similarly situated facilities in the industry.

**If submitting multiple Proposals for a single facility, please clearly identify and summarize each Proposal in a single Summary.**

3. Bidder Summary: Please provide a summary of the Bidder. Summary must include:

- a. Ultimate corporate parent entity and relationship to Bidder,
  - b. Prior experience and qualifications of Bidder as it relates to the execution of the Proposal, and
  - c. Summary of Bidder's and guarantor's financial strength and capabilities to develop, own and operate the facility as applicable to the Proposal structure (PPA or Development Proposal).
4. Key Contributors Summary: Please provide a summary of the experience and qualifications of other key contributors. Summary must include:
  - a. Prior experience and qualifications of any key developers, engineering, procurement and construction contractors, operators, or other key contributors specifically as it relates to the execution of the Proposal;
  - b. Summary of the status of contractual relationship with each key contributor;
  - c. Key contractual assurances, guarantees, warranties or commitments supporting the Proposal; and
  - d. Past experience of Bidder working with each key contributor.
5. Site Summary: Please provide information on the project site, including:
  - a. Bidder rights (owned, leased, under recorded option, executed letter of intent) to such site. If applicable, provide details of lease agreement, option, or letter of intent terms. Please indicate whether additional land rights (including easements) are necessary for the development, construction, interconnection and operation of the facility.
6. Development Plan: Please provide a summary of Bidder's development plan, including:
  - a. Discussion of the development schedule, and associated risks and risk mitigants for that schedule, including whether there are contract commitments from contractors supporting the proposed schedule. Bidder

should be prepared to document and commit to proposed development schedule.

- b. Discussion of the financing arrangements, including an overview of the sources of funds, and level of commitment from debt, equity or other investors. Strong evidence of Bidder's ability to obtain project financing will be evaluated favorably.
  - c. Discussion on Permitting, including a list of all required permits, permitting status of each, and key risks to securing necessary future permits approvals. Provide a Permitting Plan as indicated in the applicable RFP Checklist document.
  - d. Discussion on Interconnection, including status of application, studies and agreements, estimated cost, and estimated schedule for completion of upgrades.
  - e. Discussion on any rezoning that may be required, including the schedule and process for rezoning.
  - f. For acquisitions, discussion on tree clearing expectations if applicable. The Company will require that all tree clearing be completed prior to taking ownership of any facility.
7. Operations and Maintenance Plan: Please provide a summary of the O&M plan for the facility. Such plan should include any third-party roles and responsibilities for operating, maintaining and servicing the facility, including any contractual arrangements currently in place.
8. Environmental Plan: Please provide a summary of all environmental diligence completed to date, including any identified concerns and the associated mitigation. For environmental diligence that remains, please provide a detailed scope and schedule that supports a 2022 COD or sooner. All Proposals should include a

description of planned environmental mitigation measures to minimize impacts to air quality during project construction and efforts to minimize the carbon footprint associated with production and transportation of equipment to the site.

9. Legal Proceedings: Provide a summary of all material actions, suits, claims or proceedings (threatened or pending) against Bidder, its Guarantor (if applicable) or involving the Proposal facility as of the Proposal due date, including those related to employment and labor laws, environmental laws, or contractual disputes for the development, construction or operation of the facility.
10. Environmental Violations / OSHA Recordables: Provide a list of all environmental violations and OSHA recordable incidents incurred within the last three (3) years by the Bidder or its contractors on projects built by Bidder. Also include a description of mitigation efforts to address these incidents and the measures that will be employed in the future to avoid recurrences.
11. Virginia Economic Impact: Provide a description of the expected use of labor, materials and other resources from Virginia and/or Virginia businesses for the development, construction and operation of the Proposal facility. Additionally, provide a description of the expected benefits to be derived by the industries and communities associated with the development, construction and operation of the Proposal facility.
12. Project Tax Credits: Development Proposals that include actions that have been taken, or a plan to secure the full 30% Federal Solar ITC, or some reduced percentage thereof, should detail how that credit is expected to be secured.
13. Project Price: For PPA proposals, provide the PPA Base Price, in \$/MWh, applicable for the first contract year subject to a 2.5% escalation factor for subsequent years.

For Development Proposals and MC Proposals, provide the price applicable for acquisition of project at the relevant development state. Prices for both PPA

proposals and acquisition proposals should also be entered in Section B of the Information Form Addendum document.

14. Credit Package (PPA proposals only): Provide a summary of the proposed credit package (pre-COD and post-COD) to support Bidder’s contractual commitments, such as parental guaranties and letters of credit, including amounts/limits. The credit package will be required at the time an agreement is executed and shall provide a minimum of:

- Upon PPA execution: \$90/kW
- Upon COD and completion of performance demonstration: \$60/kW

Letters of credit provided as part of Bidder’s credit package must be in form and substance satisfactory to Dominion Energy Virginia, drawn upon a financial institution with a minimum senior unsecured (or equivalent) credit rating of A3 and A- from Moody’s and S&P, respectively and acceptable to Dominion Energy Virginia.

For the Proposal, Bidders may assume that credit packages may utilize guarantees up to the credit limits indicated below. However, such limits will be subject to Dominion Energy Virginia’s review of individual entities’ credit worthiness, with the limit not to exceed 5% of the entities’ tangible net worth (“TNW”) relative to the lower of their Moody’s or Standard and Poor’s Senior Unsecured Rating or equivalent:

<b>Rating (S&amp;P and Moody's equivalent)</b>	<b>Credit</b>
A- / BBB+ or better	\$10,000,000
BBB / BBB-	\$2,000,000
Below Investment Grade/Unrated	\$0

The following table provides a hypothetical example of a Bidder’s minimum collateral requirement, assuming an 1 MW facility, and a new facility initial security amount of \$90/kW.



<b>Rating (S&amp;P and Moody's equivalent)</b>	<b>Credit</b>	<b>Required Collateral</b>
A- / BBB+ or better	\$10,000,000*	\$0*
BBB / BBB-	\$2,000,000*	\$5,200,000*
Below Investment Grade/Unrated	0%	\$7,200,000

\*Approved, unsecured credit assumes Bidder or Guarantor is Investment Graded by Moody's and S&P, or financial reporting submitted for Bidder or Guarantor supports an Investment Grade rating. TNW must be a minimum of \$144,000,000 to cover the full \$7,200,000 credit package requirement.

**C. Information Form Addendum**

The Information Form Addendum template can be found on the RFP website at [www.dominionenergy.com/2020DistributedSolarRFP](http://www.dominionenergy.com/2020DistributedSolarRFP). The Proposal's Information Form Addendum must be provided in Microsoft Excel file format, and contain the information requested as applicable to the Proposal. Please maintain the order and format of the worksheets to facilitate the Company's review of the Proposal.

**D. Form Agreements**

After a Bidder has successfully completed and submitted the Intent to Bid Form and fully- executed CA, the Company will email Form Agreements on the date specified in Section I.D. The Proposal must be accompanied by either (i) an affirmative statement that Bidder is taking no exception to the Form PPA or APA provided pursuant to this RFP; or (ii) a fully marked-up Form APA that is reflective of its bid, and that Bidder deems execution- ready. This is critical for the Company to properly evaluate a Proposal, and to ensure the Company can conclude the RFP process in a timely manner. Any proposed revisions to the Form Agreements must be clearly marked with specific language detailing any such revisions and the accompanying rationale therefor. Proposals with incomplete Form Agreement revisions, edits and/or accompanying rationale, or that rely on future negotiations to finalize may be deemed non-responsive and subject to

rejection by Dominion Energy Virginia. While proposed revisions to the Form Agreements may be considered, Proposals that minimize such revisions will receive preference in the evaluation process.

In the case of clause (ii) above, Bidder's Proposal must contain two Form Agreement submittal files. The first shall be a file in Microsoft Word or Adobe Acrobat PDF file format that reflects all the proposed edits to the Form Agreement, as redline marks. The second shall be a file in Microsoft Word format that is a "clean" version, reflecting acceptance of all proposed edits. Reasons or explanations for proposed edits can be included in the text of the documents, or as a separate file.

**E. Planned Development and Construction Schedule**

Bidder shall provide a Planned Development and Construction Schedule in Adobe Acrobat PDF file format, which should include:

- a. Permitting activities for each major permit
- b. Certificate of Public Convenience and Necessity ("CPCN") and/or DEQ Permit by Rule process (for PPA Proposals)
- c. Interconnection Process and Schedule
- d. Major Equipment Procurement (for PPA Proposals)
- e. Engineering, Procurement and Construction Bid and Award Process (for PPA Proposals)
- f. Construction & Commissioning Schedule (for PPA Proposals)
- g. Commercial Operations Date

**F. Additional Requested Documents**

An executed Voluntary Consent Form for project interconnection as discussed in section I.D.2 of this document.