

Business Development 2025 RFP Live Webinar

0:05

Hello everyone, Thanks for joining the 2025 Solar, onshore wind and energy Storage webinar focused on acquisition of projects from you, the power generation development community.

0:19

My name is Emil Abram, Vice President of Business Development here at Dominion Energy Virginia, and our exceptional team is responsible for the development of power generation resources across technologies, including renewables, energy storage, natural gas, and nuclear generation.

0:38

As you may know, Dominion Energy's mission is to provide reliable, affordable and increasingly clean energy to power our customers every day.

0:48

We take that mission very seriously as electric power is a foundation for our modern lives and growing economy.

0:58

You know, electric demand in the Dominion zone of PJM is expected to increase 6% annually, which is very significant and can, could, you know, continue to increase further, which means we need to add more generation resources and a lot of it.

1:19

You know, Dominion Energy Virginia or DEV in its most recent integrated resource plan shows that 27,000 megawatts of nameplate generation capacity needs to be added in just 15 years.

1:33

We'll need to add a diverse generation portfolio to our already existing diverse assets, including solar, wind and storage.

1:42

But frankly, what we need to build due to the electric demand growth will honestly eclipse what was originally envisioned in the VCEA.

1:52

So we appreciate all of you who have contributed to our growth plans thus far.

1:57

In the five years since the Virginia Clean Economy Act was passed, you've brought us some great projects, some of which are actually now operational or under construction.

2:08

We continue to seek out, you know, new solar, wind and storage projects we can acquire from you primarily in the later stage of development.

2:18

And we're open to creative business structures that you may contemplate.

2:24

Again, thanks to those of you who have been great partners thus far, and we look forward to working with new partners in the near future.

2:33

So I'm going to turn it over now to Gary Payne, Manager of Business development on our team.

2:41

Thank you, Gary.

2:43

Thanks, Emil for your opening remarks.

2:46

Good afternoon and thank you for attending today's informational webinar.

2:49

You know, it's hard to believe this is our sixth straight webinar.

2:53

And while some of the information we're passing along may sound familiar, we really appreciate the opportunity to connect with you collectively each year, along with other managers on our team and the broader stakeholder group that includes project, construction, environmental, real estate, legal and other teams.

3:12

We're responsible for growing and executing a large share of our company's clean energy transformation, and we're well on our way, certainly with your help.

3:21

A little over a month ago, the Virginia State Corporation Commission approved an additional 2 utility scale acquisition projects and an additional 2 distributed energy solar projects, as well as several PPA solar and storage agreements across the Commonwealth of Virginia.

3:38

These projects will expand Dominion Energy's growing clean energy fleet.

3:46

The acquisition, these projects total an additional company owned 214 megawatts and the ongoing operating phase of these projects will provide about \$8.5 million in annual economic output along with nine direct and 29 indirect jobs for the State of Virginia and their respective counties.

4:11

Today's webinar is intended to provide information on our solar, onshore wind and energy storage RFP so that we can continue to take steps in delivering, as Emil mentioned, reliable, affordable and increasingly clean energy to our customers and additionally to meet the energy targets outlined in our renewable energy portfolio standard.

4:33

We hope you find the webinar useful in solidifying your interest in offering clean energy solutions to Dominion Energy Virginia.

4:40

This continues to be a pivotal time for our company.

4:44

And although it's been five years since the enactment of the Virginia Clean Economy Act VCA, we still have a long way to go.

4:51

And as Emil mentioned, driven much more by our load growth and not necessarily by the VCA.

4:56

And certainly we, you know, we see that as a, as a key component.

5:01

Today we're bringing together a team of our leaders and experts to provide you with a summary of the RFP for solar, onshore wind and energy storage development projects and works.

5:13

The stuff that we're expecting to see in proposals and what you can expect from the process overall new this year is the inclusion of carport solar systems as part of the distributed energy resource or DER proposal scope.

5:27

Austin Jones will speak a little bit more on that RFP topic.

5:32

Couple logistical items during the webinar.

5:34

All audience members will remain muted throughout due to the number of participants.

5:37

So if you have questions, we encourage you to enter them in the available space on the lower left of hand, side of the lower left of your screen where it says ask a question.

5:48

You don't need to wait until the end of the presentation to type in your question.

5:53

Our RFP solar, onshore Wind and energy Storage website will be updated with this presentation and written responses to all the questions once they're made available.

6:05

For today's agenda, I'll discuss a little bit about our progress and delivering clean energy resources for our customers and follow that up with an overview of the major drivers and key considerations of the annual solicitation.

6:19

Austin Jones and Brandon Martin will highlight key considerations and submitting successful proposals and additional scope detail for DER and energy storage projects, respectively.

6:31

I do want to note that this webinar is entirely focused on the process associated with submitting proposals for project development assets that you may be interested in selling to Dominion for 100% ownership.

6:42

On the part of Dominion, we're not going to touch on the PPA solicitation process, but you can find information on the PPA RFP on our website.

6:51

For those who have not done business with us before, it's important to know that we're generally looking for solar, onshore wind and energy storage assets that are ready construct far along in development with all environmental, cultural, real estate and environmental justice.

7:07

Site studies and surveys completed.

7:09

Interconnection queue positions filed with cost and schedule information available.

7:14

Zoning or land use approval from the local, the local authority and valid site control documents executed.

7:21

And our next slide we've got a summary look at the company owned projects by clean energy filings kind of mapped across the Commonwealth.

7:37

We now have 14 solar and two energy storage projects facilities operating for a total of 560 megawatts.

7:46

And because of the hard work on permitting construction, our in-service capacity has more than doubled since this time last year.

7:54

These clean energy projects from the development community will benefit Virginia customers by supporting their future energy needs.

8:02

They're also going to help achieve our requirements of the DCA as mentioned and progress towards our commitment to achieve net zero emissions by 2050 with critical customer protections around reliable electric service.

8:18

The next slide expands upon our progress by including both company owned resources and Ppas.

8:24

The first chart on the left shows the petition solar and battery energy storage projects, the ones that we petitioned to Commission including both company owned and PPAs totaling 4.2 gigawatts.

8:38

The chart on the right shows solar and battery energy storage projects that are in service equaling about a gig, about a GW.

8:49

Yeah, I mean this, this slide really not going on here, but just to highlight the progress and growth that we made and that we continue to make and we just we don't see this slowing down anytime soon.

9:04

On the next slide, we're going to highlight that we continue to encourage the submission of projects on previously developed sites.

9:13

And I also want to note that just as in previous years, there are specific checklist requirements for these type of project proposals.

9:20

We're making good progress towards the company's VCA mandate of securing at least 200 megawatts worth of energy on previously developed sites by the end of 2035.

9:29

And we believe that the inclusion of rooftop solar and solar carports will progress that effort even further.

9:36

I'm just highlighting two projects that are good examples.

9:40

One is the Ivy Landfill solar project was part of our CE 3 filing and was did come in through our RFP process.

9:47

It's a facility consisting of three one MW projects on a former landfill located in Albemarle County, Virginia.

9:55

And construction on that project is anticipated to begin later this year.

10:00

The Kings Creek Solar project is in York County, Virginia.

10:03

It's located on a former Department of Defense fuel storage facility.

10:08

And this project was also part of our CE three group, CE Three group projects.

10:13

We encourage the consideration and submittable solar development projects on these types of sites.

10:20

All right.

10:20

At this time I want to introduce our Dominion Energy team who's going to go through the details of the RFP process and can answer any questions you may have during the Q and A portion of the presentation.

10:29

Again, if, if questions come to mind, go ahead, and enter them in.

10:32

You don't need to wait until the end to do that.

10:35

Austin Jones, Manager of Business Development, will review the details of our acquisition scope for both large- and small-scale solar projects, then review the RFP process, which allows developers to submit proposals year-round openly.

10:51

He'll highlight steps needed to achieve a successfully entered proposal through the handoff to our construction team and other project milestones required to achieve a project's success.

11:02

Austin will also discuss key considerations and aspects of our distributed solar requirements of this RFPRFP.

11:09

Brandon Martin, another manager on our team of business development, who's leading our energy storage strategy development and project acquisition efforts.

11:16

We'll highlight our energy storage requirements during the Q&A.

11:22

We'll have several team members available to answer questions.

11:25

These include Gene Bradford from our environmental regulations team.

11:32

Katie McCormick is a manager of our environmental regulations and an expert on environmental justice matters.

11:38

Aaron Jonas is a manager in construction.

11:41

Our interconnection expert, Mike Gurganus is a manager on site construction.

11:46

We've got Robert Hare, another manager in construction and an expert in energy storage, Blaine Garrett.

11:52

Blaine Garrett is the manager of our real estate team.

11:55

And Dan More, Dan Norfolk, excuse me, is a Senior Business Development analyst and he's going to moderate the question-and-answer period.

12:03

So again, thank you for your interest in participating in this RFP and for supporting our goals and objectives toward providing reliable, affordable and increasingly clean energy that powers our customers every day.

12:15

And with that, I'll hand it over to Austin.

12:19

OK, Thank you for that intro, Gary.

12:22

Hello, everyone.

12:23

I'm Austin Jones, Manager of Business Development.

12:26

I lead our distributed Energy resources team responsible for distribution connected solar acquisitions and development.

12:33

Like Gary mentioned, I'll cover the scope and process of the solicitation, offer some guidance notes for successful selection, then emphasize a few items specific to the small-scale DER solar component of the RFP.

12:46

So this this next slide details the scope for RFP.

12:51

We're seeking acquisition proposals for solar, onshore wind and energy storage projects and some distinctions in our solicitation that I'll dwell on in a moment.

13:01

And for energy storage projects, we are accepting projects that are stand alone or Co located with solar onshore wind.

13:09

And I'll note that all Co located projects must have great charging capabilities.

13:16

Brandon Martin help you providing more additional information on energy storage proposal shortly.

13:23

All projects must be located in the Commonwealth of Virginia.

13:26

Projects must be incoming energy emerging a service territory if they fit into this RFP DER solar category 58 kilowatts to three megawatts.

13:35

Otherwise we have a strong preference for projects in our service territory.

13:40

Regarding that preference utility scale solar, wind and storage projects well considered a project's capacity pricing in its PJM zone in the economic evaluation and again Brandon will provide additional color on the consideration of the locational value of the energy storage project.

13:59

We are seeking proposals for projects on previously developed sites as Gary mentioned such as closed landfills, existing building rooftops, closed lines, but all proposals must be for the right to purchase all development assets associated with 100% of the project's nameplate capacity.

14:16

You know Gary mentioned that.

14:21

So moving to the next slide, again as Gary mentioned, this next slide illustrates our rolling year-round RFP process as an improvement to our transparency on expectations.

14:36

Beginning this year, all the RFP documents with the exception of the exclusivity and purchase agreements are available on our clean energy RFP website.

14:47

You'll notice that the company has submits a single clean energy filing to the Virginia State Corporation Commission annually every fall.

14:54

But the nature of our rolling year-round RFP gives us the flexibility to accept acquisition proposals throughout the year.

15:02

The first step is to register as an RFP participant by submitting an intent to bid form, then execute confidentiality agreement.

15:11

The sign intent to bid form and confidentiality agreement should be emailed to our RFP e-mail address that you can find on our website.

15:19

Once those have been submitted, the remainder of the supplemental documents and the fully executed confidentiality agreement will be provided by e-mail.

15:29

When you're ready to submit a proposal for consideration, we then ask that you provide the company with notification of your intention to submit a proposal using the same e-mail inbox that I just referenced.

15:40

And once we receive that notification, we will provide you with access to the SharePoint site along with our forum Asset Purchase agreement.

15:49

You'll use SharePoint to upload the proposal, inclusive of checklist materials and the exclusivity agreement.

15:57

Be sure to notify us by e-mail when you have uploaded your proposal.

16:04

We anticipate our evaluation of projects to be completed within 60 days.

16:09

Assuming proposal is complete and conformed to the RFP requirements, and if the project is selected for potential acquisition, we then anticipate both parties to finalize the purchase agreement in due course.

16:22

Every project is different.

16:27

So let me let's go to the next slide and I'll offer a few hints for a successful path to success selection.

16:36

At the fundamental level, your proposal needs to include 1A filed interconnection application, including the reports or studies that have been completed.

16:47

You know, for projects in the PG and Q, we prefer proposals that are part of transition cycle, water transition cycle 2 and approved local permit, whether it be a conditional use permit, special exception permits, social use permit, what have you and for a whole host of reasons, including the delays projects you're experiencing due to the PJM transition.

17:07

Be mindful of the term the expiration dates of those local use permits.

17:13

3 Adequate land control for the entire project, including easements.

17:18

For projects that involve the construction of a new switch yard, it is important to remember that the switch yard property will need to be deeded to the transmission operating.

17:28

Click note on land rights.

17:29

We prefer purchase options, but our Key Lease Terms supplemental document is available on our RP website for guidance on what we'd like to see in our lease agreements.

17:42

Lastly #4 clean, clear, combined title, commitment, and survey with middle to no exceptions beyond those under standard.

17:51

So please review the requirements checklist in detail and ensure that the required studies or information forms are complete in in cases where studies may no longer be valid or where conditions may have changed, have the studies refreshed.

18:12

As a reminder, all project related easements such as ingress or egress and gen-tie need to be incorporated into the total study area.

18:22

Please complete the Information form addendum and note that there is a requirement to include a record of community engagement for the project inclusive of tribal outreach, the development plan, and its space.

18:36

COBCOD should be realistic, demonstrate an understanding of the interconnection schedule with relevant information communicated in the proposal.

18:49

The project's design name can name plate capacity should be achievable and account for areas of avoidance, setbacks and buffers and storm water controls.

19:01

And to reiterate, because this happened before, proposals must be accompanied with an executed exclusivity agreement.

19:10

And lastly, purchase agreements with fewer exceptions to the forum agreement will be more favorably received.

19:19

Just a quick note.

19:21

So now on to some DER highlights because I mentioned that I would highlight a few of those items.

19:27

There is really no meaningful change here in what we're soliciting as compared to last year, but for the inclusion of carports like Gary mentioned.

19:36

But all of it says, again, our interest in those carport and rooftop solar projects because including these types of rooftop and carport projects further allows us to site clean energy projects closer to electric load centers.

19:51

And it also allows us to incorporate different types of landowners into our portfolio of distributed solar resources.

19:59

Again, all of these small-scale DER projects must be located within Dominion Energy Virginia's electric service territory because these projects will be interconnected onto Dominion's electric distribution network.

20:10

This allows us to help our Dominion Energy Virginia electric customers realize the electric load reducing benefits that these solar projects offer.

20:20

I've spoken in the past about our interpretations of legislation and how to find some interpretations.

20:29

But I won't do a lot here because we are soliciting clean energy projects to satisfy our loan growth more so than our legislative mandates.

20:37

However, I'm happy to answer any questions or provide clarity on our interpretation of the law in our Q&A session.

20:46

And lastly, please let me remind this to all the community as I have in the past, the Virginia State jurisdictional interconnection process and team are managed by a separate and distinct team from the team presenting here and administering this RFP.

21:00

Any interconnection specific questions can be directed to your respective interconnection project manager associated with your EDA connection application or to the RFP mailbox and those questions will be addressed accordingly.

21:12

Thank you for listening.

21:13

We're looking forward to receiving and reviewing your proposals.

21:17

With that, ask Mike to Brandon Martin, Manager of Business Development for Energy Storage.

21:24

Thank you all, and thank you, Austin.

21:27

Good afternoon.

21:28

My name is Brandon Martin.

21:29

I lead the Energy Storage Reliability and Resiliency team focused on development, acquisitions, and energy storage technology evaluations for our customers here in Virginia.

21:46

It's a pleasure to be able to speak with you all about our energy storage acquisition bid requirements in this year's RFP.

21:55

As you'll see on slide 11, many of these things are very similar to years in the past, but each proposal that is submitted must be at least three megawatts in system size or larger and they must represent a facility at a single site.

22:09

This means they cannot be in aggregation of multiple facilities at separate sites as in years past.

22:17

We are seeking standalone energy storage as well as Co located solar, and storage and Co located onshore wind and storage projects.

22:28

Now Co located projects must have a separate interconnection queue which allows the facility to be charged and discharged directly from the grid.

22:39

For all energy storage proposals there were company is requiring and requesting a four-hour lithium-ion AC based system, although alternative energy storage technologies may be evaluated when submitted.

22:55

In addition to that 4-hour duration lithium battery Dominion is requesting that all required information is noted in the storage related checklist is submitted to be considered a conforming bid.

23:10

And as in years past, there are a few items in the storage checklist that differ from other acquisitions checklist items, and they are worth noting as follows.

23:23

Site plans to provide structure and uniformity and energy storage site plan submissions, we Dominion has provided spacing and set back requirements that must be incorporated for projects to be considered a conforming bid.

23:38

All bids must incorporate detailed spacing and set back requirements as noted in the checklist and in the Best Spacing and Firewall Supplemental Information document, but in summary, the key aspects of these requirements.

23:56

We require 25 foot minimum spacing between containers and structures or groups of containers and structures with up to 8 MW hours of batteries.

24:07

25 foot spacing shall be provided for other site buildings and structures or equipment as well.

24:14

Containers with more than 8 MW hours of battery shall have 50 feet spacing between those containers and any other site, building structure and equipment.

24:26

All containers and structures containing batteries must be at least 100 feet from the project boundary for greater than 10 megawatts and nameplate capacity.

24:38

Now, firewalls may be utilized to increase energy density of a project in lieu of the 25-foot spacing, but they must be done in accordance with the specifications in that Best Spacing Firewall and Supplemental information document.

24:54

There are graphical representations of acceptable energy storage layouts utilizing spacing and firewall requirements in that as a reference document.

25:06

Again for context on this the site plan spacing set back firewall requirements are included to address fire safety risk with energy storage projects.

25:17

The evolution of industry standards and codes.

25:21

The company has elected to implement best practices and design features that will require these types of projects, including but not limited to spacing.

25:31

Set back firewall requirements between storage equipment as described in the checklist and that Best Spacing and Firewall Supplement document.

25:42

These practices are likely to result in the mitigation of many of these risks, but additional criteria may be provided in the future as needed for the company to evaluate proposals now.

25:54

Specifically, please note if proposing a non-lithium alternative technology, the Information form Addendum and RFP Checklist section of the Energy Storage Technology Alternative Technology is available.

26:12

We are requesting bidders to provide us with various technological aspects of a best system that were contemplated to be utilized at the development site.

26:22

Some notable items include the technology, the chemistry type and MW size, duration, round trip efficiency, useful life cycles, degradation, ramp times, things of that nature.

26:40

Additionally, the company does recognize that there may be locational benefits of a particular energy storage project, especially within the Dom zone.

26:50

We do encourage developers to provide detailed information regarding the locational benefits of project is expected to bring such as being located close to a high demand center or an area of high concentration of intermittent renewable resources.

27:07

In closing, we are expecting the developer to complete all required aspects of the checklist, including local permitting similar to that of the solar and wind project checklist.

27:19

But Dominion will be responsible for obtaining the CDC and from the Corporation Commission for storage projects that we acquire.

27:29

I appreciate y'all's time.

27:31

I will turn the presentation over to Dan Norfolk to moderate our Q&A session.

27:36

Thank you.

27:40

Thank you, Brandon and thanks to all the other speakers as well.

27:44

So that concludes the formal segment of this webinar.

27:47

I'm Dan Norfolk and I'll be helping to moderate the live Q&A session.

27:51

So early in this webinar, several team members were briefly introduced and now they're going to join us for the Q&A session.

27:57

And many of those members are listed on the slide 12 Q&A slide.

28:02

This team has a lot of knowledge, experience and expertise on key topics and are going to help to answer your questions.

28:07

So thanks to those who are already submitted questions and please continue to do so.

28:13

We'll answer as many as we can as long as we have time.

28:16

And if any require extra review on our part, then we'll still answer them, but we'll answer them after the webinar is over and make them available.

28:24

Just a reminder, this video webinar and this Q&A section will be available online in a timely manner.

28:30

And we'll also summarize the questions and answers that we provided and another document that will also be available online.

28:41

And from that, just one final reminder, we're only going to be talking about the acquisition of development assets.

28:46

So we're not going to be talking about the PPA.

28:49

So if your questions are involved with the PPA, we're going to forward those to the PPARFP inbox.

28:56

And you can also see that e-mail address at the bottom of the slide.

29:01

So really, we appreciate all your patience and your participation.

29:05

So let's go ahead and get started with the questions.

29:16

OK, question number one, this one is for Gene.

29:22

A search of the USFWS database indicates that my project is within the range for T&E listed bats.

29:29

What documentation should be provided with bid packages to address this?

29:36

Hey, I'm Jean Bradford with the environmental group.

29:39

Thank you for that question.

29:40

Projects that fall within the range of listed bats may address them one of the following options.

29:45

The first option is if a belief that no listed bat habitat exists on site, the development may opt to conduct a bat assessment to document the absence of suitable habitat and coordinate with US Fish and Wildlife, which is USFWS, for confirmation.

30:00

Note that listed bats occupy a fairly wide range of habitat types, and the complete absence of habitat on large sites that will require tree clearing or structure removal is unlikely.

30:11

The second option is if habitat is on site or if it's unclear whether habitat exists.

30:17

Developers should conduct field surveys to determine the presence or absence of listed bats at the specific project site during the required species-specific window survey window.

30:28

This will require coordination with Use Fish and Wildlife on both survey protocol and results.

30:33

Negative surveys remain valid for a period of five years.

30:43

OK.

30:43

Thank you, Jean.

30:45

The next question, this is for a MIC.

30:48

What is Dominion's current position on solar site development on land with existing agricultural farm ponds?

30:58

Thanks, Dan.

31:00

Our primary concern with existing water bodies including farm ponds, many of which were not built to any regulations.

31:11

They were self-made, if you will, by the current or former property owner.

31:18

We're looking to avoid the risk of unpermitted discharges and demand and damage to the Dominion property and also with an emphasis on trying to avoid damage to the property of others, including adjacent property owners.

31:35

Some of these concerns have already been seen on some of our existing Dominion Solar sites and our high-level recommendations would include to just avoid purchasing or leasing land that has existing ponds and other water impoundments.

31:57

And as part of the development, you should also consider removing ponds from existing or any future property boundaries.

32:09

And if the ponds should remain, just consider any strategies that you can use to mitigate, including evaluating and registering a dam, if applicable, and also repair any of the deficiencies that might be there and avoid including any of the existing ponds in your stormwater management plan.

32:40

Thank you, Dan.

32:44

OK, Mike, thank you for the pond info.

32:46

We have another question and it's going to be for Austin.

32:50

Does Dominion Energy have a minimum requirement or preference for projects within enterprise zones?

32:59

Hey, thanks, Dan.

33:02

I'm not sure I can answer this because I don't know what an enterprise zone is in this context.

33:08

I might be able to guess but would rather not.

33:11

So if the person that posed this question wants to reenter the queue with the definition of that, maybe we'll get to it on the back end.

33:19

Otherwise we can follow up in writing for sure.

33:23

OK.

33:24

All right.

33:24

Thank you, Austin.

33:29

Moving on, this next question is for Gary.

33:32

So Gary, how does Dominion view the contemplated tax code changes and ongoing tariffs?

33:40

Yeah, certainly a timely and relevant question.

33:44

Reminds me of when the IRA came into play.

33:48

But look, tariffs and tax code changes, they would constitute an unplanned change in law and tariff and the contemplated tax code changes are evolving daily.

34:00

The actual tariffs that could be incurred are dependent on the tariff requirements and rates, if any, at the time of delivery of the specific component.

34:13

So look, we're going to continue to monitor the applicability and exposure to tariffs and we're going to work with suppliers and supply chain to identify areas to mitigate exposure to tariffs, you know, like sourcing domestically where possible.

34:25

Look broadly, broadly, these changes will certainly have an impact on project valuation.

34:32

And we would just work on that together with developers and, and, and chat through them.

34:37

Hope that helps.

34:41

All right, thanks Gary.

34:43

And we'll, we'll stick with Gary for this.

34:44

Next question.

34:45

Does Dominion prefer proposals being submitted by any specific month despite the rolling submission?

34:51

You know, we don't, we don't have a strong preference for any specific months for proposals.

34:57

If a project is ready, we welcome the proposal.

35:01

That's the primary reason we moved to an open RFP rolling RFP couple years ago is really because the development cycle doesn't really fit with the prescribed timeline.

35:15

All right.

35:16

Thanks Gary for that answer.

35:18

And now see another question here for Austin.

35:24

The RFP document says the company will consider multiple three MW AC facilities that are at the same or contiguous locations owned by the same entity or affiliated entities provided these facilities are not seeking to support the 1% target in the Commonwealth's RPS program requirements.

35:41

Can you explain?

35:45

Yeah, sure.

35:45

I thought this might come up.

35:48

So the VCA largely forms this description.

35:53

One section of the law mandates that 1% of the RPS plan must be met with projects that are 1 megawatts smaller, and that same section of the law includes A collocation restriction such that the aggregate capacity on contiguous parcels cannot exceed 3 megawatts.

36:10

In another section of that same law exists A petition mandate of which the 1100 MW mandated projects that are three megawatts and smaller exists and the Co-location restriction language does not exist in that section.

36:25

So we're interpreting that as that it does not apply to those projects and so we're interpreting it that doesn't apply to projects larger than one MW.

36:38

This distinction is important because there are different compliance penalty amounts associated with projects that are one MW smaller and those that are larger than 1 by 1.

36:52

All right, thank you, Austin.

36:53

And Austin, I'm going to ask you another question.

36:56

I see here.

36:57

Is there any appetite from Dominion to accept or award 5 MW AC projects as ADER candidate this year?

37:09

To answer the question first, no domain energies distribution grid is certainly able to accommodate projects, you know, up to 2024 megawatts and the company is certainly interested in reviewing any and all projects.

37:25

But projects greater than 3 megawatts don't fit the DER definition as we have it here in this RFP because that definition aligns in the definition of the Economy Act.

37:37

OK.

37:38

Thanks, Austin.

37:40

Obviously another question, Gary, this is for you.

37:43

Is Dominion open to a build transfer agreement or BTA proposals for ownership or only development asset acquisitions?

37:55

Yeah, as Emil mentioned in his opening remarks, we welcome the opportunity to review Creative solutions and while BTAS are outside of the scope of this RFP certainly happy to discuss and or review a proposal of this type.

38:12

So yeah, we take a look for sure.

38:16

OK, thank you Gary.

38:22

And looking at the next question, I see one for Brandon.

38:26

So Brandon, what is Dominion's view when acquiring Bess sites that have a plan Co located data center?

38:36

Yeah, I think, you know, it's kind of a unique one.

38:40

I think ultimately as we discussed in the RFP, you know energy storage that is Co located with another facility still has to follow all of the conditions that are required in the RFP.

38:54

It has to have the respective setbacks, the respective real estate, you know, site studies, you know, land control and ultimately critically important the ability to interconnect to the grid.

39:10

So I think that one may require some kind of one-on-one discussion if there was something specific that we needed to talk about, but it would follow the same rules as any other project.

39:28

All right.

39:28

Thank you, Brandon.

39:30

And this next question, I'm going back to Austin.

39:38

In the announcement of this webinar, there was a mention of interest in five MW projects.

39:44

If a site could host either three MW or five MW, is there any preference to that?

39:51

Yeah, sure.

39:52

I don't know if they recall that reference to five MW projects, but we're certainly open to reviewing all projects.

40:01

But above the two, I'd say it's a preference for three Meg Watts.

40:04

All right, thank you, Austin.

40:14

Going back to you, Brandon, another storage, can you please comment on the target maximum size for Bess and total Bess for acquisition?

40:27

Yeah.

40:27

I mean at this time we are actively evaluating all projects that come in and are bid into this RFP.

40:35

We are not, you know, capping out a specific size as long as it fits within the, you know, the conditions that are required in the checklist and citing and spacing requirements.

40:47

So no, no cap at this time.

40:50

All right.

40:54

Thanks, Brandon.

40:59

Another question, will a copy of the slides be shared?

41:05

I think I can take that.

41:06

Yeah.

41:07

A on the website, RP website, you'll see a copy of this live webinar and the slides will be within that live webinar.

41:16

And I don't know if Gary, did you have anything else to add to that?

41:21

Nope.

41:27

OK.

41:28

And one more question for Gary.

41:32

Our team has been tracking the current permitting challenges in Lunenburg County.

41:36

Has Dominion been discussing potential resolutions with the county in regard to their proposed identification language?

41:44

And if so, are there any updates that would be relevant for projects cited in this county?

41:50

Yeah, certainly understand the question.

41:52

We just can't comment on issues specific to any locality or project for that matter.

42:02

So I have to have to not answer right now.

42:07

We should wish I had more for you, but just can't comment on it.

42:11

I'll say broadly, you know, we, you know, we, we're working with localities across the Commonwealth for effective ways to partner with localities on ways to get good projects built.

42:26

And then also can currently be good neighbors, good long-term owners and within the locality and make sure that they're, you know, specific needs can be met.

42:43

So, OK, all right.

42:47

Thank you, Gary.

42:50

And I see another question here, this one's for Katie.

42:54

So Katie, the Environmental Justice and Commuting engagement instruction sheet says a demographic screening report by bidders is no longer required, but still encouraged.

43:04

It also mentioned some public tools are no longer available.

43:08

What tools are still available and recommended for this purpose?

43:13

Thanks, Dan.

43:15

So that is referring to some of the federal tools that have gone away and so I would recommend the US Census Bureau website, census.gov that is still recommended and that is a good source for gathering the socio economic data needed to perform an EJ screening.

43:33

Dominion will perform its own screening upon receipt of a bid.

43:36

However, bidders are going to need to do their own, some level of their own screening in order to inform their community engagement process.

43:44

And I want to remind folks to the community engagement reporting including specifically tribal engagement are requirements by the state Corporation Commission to show Virginia EJ Act and tribal consultation law compliance.

43:57

Thank you.

44:02

OK, thank you.

44:03

Moving on to the next question.

44:12

OK, this looks like an interesting technology here is floating solar a technology being considered and Gary that would be for you.

44:20

Yeah, we, we, we certainly monitor all sorts of technologies and the advancement of technologies that's not part of the scope for this for acquisition consideration right now, but happy to chat.

44:38

OK, thank you, Gary, and Brandon, I see another storage question here for storage facilities, we found that local officials responsible for permitting often request site visits to operational battery facilities before granting approvals.

44:54

Would Dominion be willing to host members of the planning board or City Council at one of its operating sites?

45:02

Yeah, good, good question.

45:03

So Dominion does actively engage with and gladly pulls in with our local zoning and planning commissioner, Board of Supervisors, first responders.

45:20

And so yes, we are willing to meet with folks to tour a site for projects that under exclusivity and projects that are being bid into these processes.

45:36

We, you know, certainly can work through whether it's our external affairs folks or others to, to determine the best course of how to how to get that scheduled.

45:52

OK, thank you, Brandon.

45:55

Moving on to the next question.

45:57

OK.

45:57

This one is for Robert.

46:00

For energy storage system, do you require remote and on-site management also, do we have to perform the site planning as well or no?

46:11

Yes.

46:11

So for the first part of that, these systems can be operated remotely, but only by Dominion employees through a Dominion system.

46:21

We do not allow third party access either remotely or on site.

46:27

So we're from a cyber security standpoint, there are certain pieces of equipment, certain layers of you know, data collection, data transmission for the operation of the facility and that's done.

46:41

It's very controlled and on a secure Dominion network.

46:46

And finally, to that point, the battery manufacturers will not have real time access to the batteries or the performance, but we do provide that information in a very timely manner to support the warranty and performance guarantees.

47:03

The second part of that, I'm not quite sure if I, if I understand it says site planning, if that means the, the, the diligence and the work prior to mobilization, yes.

47:13

And if it means actually a prepping the site for construction, there's a yes for that as well.

47:18

But if I could get some clarification on the site planning, I may be able to provide a better response.

47:24

Thank you.

47:28

OK, thanks for that response.

47:33

Moving on, this is another one for Brandon.

47:38

Standalone energy storage system, we typically build and ship to the location, provide the interconnect, but we do not actually perform the connection.

47:47

Will that be a concern?

47:50

Yeah, this webinar is for the acquisition of projects and largely projects that are, you know, in late-stage development.

48:01

So the company would be responsible for constructing and ultimately interconnecting the facility.

48:08

This this question seems a little bit kind of more of a one off or unique.

48:12

So to answer it further than that, we may have had a, you know, a discussion, but that that'll get you what you need.

48:22

Thanks Brandon.

48:25

11 more for Brandon for Bess storage projects.

48:31

Does the recharge of the Bess need to be done by solar or can this be done from the grid?

48:39

Yeah, this is an important one.

48:40

All energy storage systems whether Co located or standalone need to be able to charge from the grid and independently of any other facility.

48:54

So grid charging capability is required.

48:59

All right, Thanks Brandon.

49:02

Looks like we have another question here for Gary.

49:07

Is there a maximum project size for submission of ADAA bid?

49:16

Assuming DAA means development asset acquisition, then no, there's no, there's no maximum project size for submission.

49:27

You can, you can permit a 500 MW solar project.

49:30

We'd love to take a look, but if DAA means something else, then I don't, I don't know the answer.

49:37

All right, thank you, Gary.

49:41

Let me see if we have any more here.

49:59

OK.

49:59

I see another one related to storage.

50:03

So Brandon, this is for you.

50:05

What is the total capacity of utility scale solar, and Bess Dominion is looking to acquire through this RFP?

50:14

Yeah, yeah, again, I'll say this, I mean we are looking for fully developed projects and are not out putting a cap on the number of projects or the size of the projects.

50:26

Ultimately looking to take projects that are in the best interest of our customers.

50:31

So, all right, thank you, Brandon.

50:43

Dan, there was a question that I'd like to take that I don't, I don't think it anyway.

50:51

It says how does Dominion think about interconnection upgrade costs?

50:54

Do higher costs reduce the development fee?

50:57

Essentially one for one interconnection costs are one component of project valuation and certainly they impact the overall project valuation, but it's just one component.

51:11

So I don't, I don't think we could say it's essentially one for one.

51:18

All right, good.

51:18

Thanks for the interconnection response.

51:22

Now I'm just seeing if we missed any questions.

51:39

Bear with me as I kind of scroll through to see if we have any outstanding questions.

51:49

OK, looks like one more for Gary again.

51:54

Does Dominion prefer a Virginia developer or open to developers from other states?

52:00

And given the Solar BSS project is located in Virginia Dominion service territory, what are the preferences on the team qualification?

52:10

Yeah, no, no preferences where developers located, but the regardless of company locations, the project's got to be located in the Commonwealth of Virginia and DER distributed energy resources, those projects must be located in Dominion Energy Virginia service territory.

52:30

So we're looking for solar projects in Virginia.

52:33

And if they are DER projects, they need to be in Dominion Energy service territory.

52:38

And as and actually as Austin mentioned in his comments, we do have a preference for all projects being in the Dom zone.

52:45

All right.

52:51

Thank you, Gary.

53:08

And again, I'm just kind of scrolling through questions now to see if we missed any.

53:12

And again, all these questions and answers, we're going to summarize the question and the answer, and we'll make it available on the website in a timely manner after this is complete.

53:31

I can take the definition of fully developed projects actually without it being written out.

53:41

We're looking for projects that have completed all of the items on the checklist that are available in in the RFP.

53:46

So there's a really well-defined checklist of items.

53:50

Broadly we're looking for, you know, four wheels to be done on a car that represents a solar project.

53:59

And the wheels are really real estate interconnection, constructability and a local permit.

54:06

So you know, getting a local permit is anyway, those are those are the key pieces, but it's all outlined on the checklist.

54:18

All right.

54:18

Thanks, Gary.

54:37

And again, I'm just looking to see if I have any left.

54:42

Looks like there is another storage question for Brandon.

54:48

So Brandon, for this RFP, would you mean to consider an aggregation of standalone storage projects that are sighted behind the meter but provide utility grade telemetry and 24/7 utility control?

55:00

Each battery is residential scale 20 to 40 kilowatt hours, but in aggregate would total to 50 MW plus.

55:10

Yeah, thanks, Dan.

55:11

That's a good question.

55:13

No, this RFP is not for that.

55:17

As we mentioned during the RFP, this is not an aggregate some of projects, although the company does look to future behind the meter energy storage projects that would be handled through a different group.

55:34

We would probably need to work with the individual that requested that information to potentially submit that into another part of the company.

55:50

OK, all right.

55:51

Thank you, Brandon.

55:53

And it I'm scrolling through, and it appears that may have been our last question of the webinar.

56:00

So if we did not get to your question or need a more review, then we'll, we'll answer the question and post it after this webinar is over.

56:08

Again, this this webinar will be posted on the website and the list of all the Q&A.

56:13

So thank you to the bidders, the developers and really all the webinar participants.

56:18

And this concludes our presentation.

56:20

Thanks for your time today and we appreciate your engagement.

56:24

Have a great day.