



2021 SOLAR, ONSHORE WIND, & STORAGE RFP WEBINAR

Webinar Date: 6/24/2021

For further inquiry on the posted Q&A, the Webinar, or the RFP, contact 2021SolarWindRFP@dominionenergy.com

QUESTION NO.	QUESTION	RESPONSE
1	Is there an annual storage procurement target or plan that Dominion could share?	Storage procurement targets have been identified and were adopted by the State Corporation Commission in the Energy Storage Regulations in December 2020, requiring us to petition to the Commission 250 MW by 2025, 1200 MW by 2030, and 2700 MW by 2030. More details on our latest annual energy storage plans are provided in case number PUR-2020-00134 found in the VA State Corporation Commission's website.
2	What is the project size expected of the RFP?	Projects that choose to participate in the Utility Scale RFP must be greater than 3 MW. The DER RFP is soliciting projects 3 MW or less.
3	Is this an RFP for an offtake or an asset acquisition ?	These RFP's are soliciting proposals for both asset acquisition as well as power purchase agreements. Developers can choose which transaction structure in preparing their proposals.
4	Must WMPA be obtained or just filed with PJM. How will you ensure timely response to TT fiber scope and cost estimates from DOM	A WMPA combined study is required. Bidders must have applied for or obtained a WMPA as part of their proposal submission. We may consider the project if the study is not obtained by the time the bid is submitted. Interconnection teams at PJM and DEV have seen unprecedented volumes of projects. This must be taken into consideration when filing applications. With respect to a timely response from DEV interconnection on TT fiber scope and cost, while we understand the issue, this RFP process is separate from the interconnection team and process. Please inquire with the DEV interconnection team.
5	Will Dominion being looking at ways to streamline distribution interconnection? Particularly given that co-location is allowed in some cases, will cluster studies be possible? Interconnection timelines have been killer.	While we understand the issue, this RFP process is separate from the interconnection team and process. Please refer to the DEV interconnection team for questions on these items.
6	Just to confirm, for small scale solar, is it required that the interocnnection uses Dominion owned fiber in order to participate in the RFP?	For acquisition projects, it is a requirement that projects use Dominion owned fiber. For PPA projects, developers can chose whether to use Dominion installed fiber or can use third parties.
7	Is a Phase 1/Phase 2 Environmental Site assessment required for a landfill project?	Previously developed sites apply only to Solar or Onshore wind not stand alone storage. If a phase 1 ESA indicated REC's, then a Phase 2 ESA is required.
8	Is any preference given to storage projects that are paired w/ solar or wind?	The Company will use generation planning and production cost models to determine a project's economic value, with the objective of minimizing present value revenue requirements for customers while maintaining grid reliability and flexibility. In addition, siting agreements and any other cost characteristics will be considered during project valuation. Balancing the requirements of the VCEA while maintaining reasonable costs for all customers is important. Storage projects that are paired with renewable generators will be evaluated using this same process as compared to standalone storage projects.
9	may I please have the link for the Sharepoint where all these documents with assumptions and criteria are provided? I can't find it in the RFP pdf available on Dominion's website	We will follow up with SharePoint access details. If we do not effectively address your question please send a follow up to the RFP inbox.
10	Does the VCEA requirement for previously developed sites include standalone energy storage?	The VCEA does not require storage projects to be developed on previously developed sites



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11	<p>If a project is in an EJ Community, what type of community engagement are you looking for beyond reaching out to landowners with property near the project (1-2 mile radius) to participate in a community meeting where they can voice their questions/feedback about the project?</p> <p>For example, there is mention of a targeted outreach plan in the APA checklist - what should this plan look like?</p>	<p>If an environmental justice community is identified within 1 mile of a project, bidders should outline what steps they took to engage with those communities. The goal is to meaningfully engage with EJ communities. Engagement could include outreach to landowners, community meetings or information sessions, and outreach to nearby houses of faith or schools. In addition, if the community is comprised of populations that speak languages other than English, materials could be translated into those languages. The goal is to understand any community concerns and how those concerns were addressed.</p>
12	<p>Can you discuss or explain how energy storage, particularly stand-alone energy storage, will be operated and compensated for operation? For instance, is there a day-ahead call from a Dominion signal on peak energy days? How are the services for such a call or any other mechanism compensated?</p>	<p>We are currently planning to operate storage projects, including standalone storage projects, as capacity resources on our grid. As such, we will be planning to bid units into the wholesale power market much like how a power station would bid into the market using both the day ahead and real time markets to discharge and charge the storage project at the prevailing LMP prices, which would drive the compensation / cost calculation.</p>
13	<p>Is Dominion considering purchasing modules for these solar projects (vs including module procurement in the EPC's scope)?</p>	<p>Dominion continues to evaluate owner supplied equipment. We have considerable time invested with tier 1 suppliers. Currently, MPTs are mostly owner supplied and have resulted in complementary strengths with our EPCs. We expect to continue evaluating other equipment as owner supplied including modules. We continue to learn best practices from EPCs and other owners regarding module procurement.</p>
14	<p>Is Dominion expecting a mix of PPA, Build-Own-Transfer, and self-developed projects?</p>	<p>We are expecting a mix of PPA and asset acquisition proposals. Historically we have seen a good mix between the two transaction structures and expect this to continue. We are not soliciting build-own-transfer projects.</p>
15	<p>Will this presentation be posted</p>	<p>Yes. We will follow up in approximately 1 week to post.</p>
16	<p>For Solar DER projects, does Dominion-owned Fiber need to be installed from the project POI location to the substation, or can projects connect to existing fiber lines in the area?</p>	<p>Dominion Owned fiber is required to be installed from the project POI to the substation. If there is existing dark fiber on the circuit where the project is interconnecting, please discuss the ability to use the existing fiber with your interconnection contract administrator.</p>
17	<p>For the DER projects, is the 3MW cap DC or AC? If it is AC, is there any cap for DC if it is coupled with a storage asset?</p>	<p>The 3 MW cap is AC. At this time, we are not pursuing coupled storage projects in the distributed solar RFP.</p>
18	<p>Have all the required documents (forms, addendums, env. etc.) specifically for APA development proposals been uploaded to the Bidder website?</p>	<p>Yes- all documentation has been provided however if you feel there is something missing or you have questions please reach out via the RFP inbox and we will address. The form of APA will be provided next week July 2.</p>
19	<p>Does the APA model count toward the 35% procurement target from third parties?</p>	<p>Third party PPA's count towards the 35% VCEA procurement target.</p>



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20	When considering a project. How much consideration does Dominion place on a project that integrates positive environmental and social impacts with outdoor recreation, carbon sequestration and conservation into the project?	A project's qualitative (non-price) characteristics, including but not limited to environmental justice and air quality, will be evaluated based on the methodology described in Part II, Proposal Evaluation, of the RFP document to provide our customers projects that offer the lowest reasonable cost while maintaining reliability and flexibility and complying with rules and regulations.
21	Is it still possible at this time for a firm who did not submit an intent to bid form in May to still submit an RFP for DER or Energy Storage?	Yes, we will still accept Intent-to-Bid forms and allow proposals up to the proposal due date. We will not accept proposals after the RFP bid due date.
22	I have tried to email the large-scale email, but it did not work. Do you know if there is anything wrong with the email address for all questions to 2021 solar wind and storage RFP? 2021SolarWindStorageRFP@dominionenergy.com	We have successfully received emails in this inbox. Please reply to the email you receive following this presentation if you are still have issues and we will work with you to resolve.
23	Is the August 2nd APA bid for both Build Own Transfer and "Box of Documents"?	We are not soliciting Build-Own-Transfer bids. All documents associated with a bid submittal are due Aug 2.
24	Can you please add the checklists to the sharepoint?	The checklists are on the SharePoint site.
25	Performance modeling standards mention the "most recent version" of PVSyst and SolarAnywhere. Can you confirm which versions Dominion requires? Should we be using PVSyst 7.2 and SolarAnywhere V 3.5? The standards also mention using 2.5% LID losses for mono perc modules, this is rather outdated and if modules have 3rd party tested data that suggest a different value can we use this?	Performance modeling has been an area where Dominion has standardized modeling parameters in order to better compare proposals to each other. Also, the standardized modeling parameters ensure Dominion Energy will actually realize the expected energy production for our rate payers. Specific variances from the standard are not encouraged; however, questions should be submitted for further consideration.
26	We have been told by DOM IC group that 3rd party fiber for TT is acceptable for distribution level projects. Why is DOM requiring DOM owned fiber for APA under this RFP?	For acquisition projects, the company requires Dominion owned fiber due to the needed reliability and ease of construction provided by the fiber supplied by the Dominion Power Delivery organization.
27	What assumptions do you want energy storage providers to make about asset cycling in making representations about their size?	Since we consider storage projects as capacity resources, we have taken the time to create a base case set of use case assumptions and included that in Section 6 of the RFP, as follows: All required four-hour lithium-ion Development Proposals and PPA Proposals are to include the following inputs/assumptions: * One full charge / discharge cycle in a twenty-four-hour period at submitted Minimum and Maximum States of Charge * Battery augmentation cycle that maintains facility output (Nameplate Capacity MWac multiplied by four-hour duration) over a fifteen-year period * Annual degradation rate to be applied to initial facility output (Nameplate Capacity MWac multiplied by four-hour duration) assuming no battery augmentation is performed * Submission of anticipated facility useful life, given the charge/discharge cycle use case requirements noted above
28	Is Dominion open to site design flexibility based on local requirements or desires? Fence type and vegetation come to mind.	We have site specification requirements that have been developed based on best practices. However if there are local AHJ requirements the Company will honor that in the design criteria.



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29	Is this the first time utility scale storage has been included in the RFP? Just trying to understand how much of the "250 MW by 2025" has been procured already and if there will be any upcoming RFPs in the next year or so for storage.	This is the second RFP seeking storage. Negotiations are still underway from the first round so the amount covered so far isn't determined yet.
30	If APA submissions meet the goals of the RFP, how would this affect PPA submissions? Is there a preference by Dominion for APA vs. PPA?	The Company will be seeking proposals under both transaction structures and will plan to target a roughly 65% APA and 35% PPA mix over the long term.
31	Are the additional spacing requirements for storage in addition to the UL9540A standards?	Yes, the UL9540a standard test results are in addition to the spacing/setback requirements
32	With Dominion's FRR election, will there be any difference in how projects with or without a capacity obligation are viewed?	The assets acquired or purchased output via PPAs will provide capacity benefits to our customers. Dominion will be seeking 100% of the capacity benefits under both structures.
33	If we want to change from PPA to Acquisition for the original Intent to Bid, can we just change it in the RFP submission or do we have to submit a separate intent to bid	We ask that you update your intent to bid document if you plan to add or delete projects or change the transaction structure. However you are free to submit a proposal with whichever transaction structure you prefer.
34	Can you add in projects to an already submitted Intent To Bid? If so, where do you send these?	Yes, we will accept additions to your Intent-to-Bid forms and allow proposals up to the proposal due date. We will not accept proposals after the RFP bid due date.
35	the storage requirements ask for an 8760 for storage. what are you looking for here? this seems to be more appropriate for solar and Dominion would presumably determine how a storage facility is operated throughout the day & year. Thanks! Cyru	Since we allow multiple storage technologies to be submitted in the RFP, and also allow for alternative bids to be submitted that can have multiple charge and discharge cycles in a twenty-four hour period (we require the use of a four hour charge/discharge cycle to be considered conforming to the RFP), we want 8760s to be submitted that will confirm the use case assumptions submitted with each bid and how they align with the use case assumptions outlined in the RFP for the respective technology and chemistry type. Having this information will give us directional confidence in the storage system technical aspects that are submitted for each project and will help us to model the economic value of the storage project bid submission.
36	Where can one find the mentioned environmental justice supplemental document that details the requirements for environmental justice reporting?	These documents are in the SharePoint folder under the DEV Provided Documents folder
37	What are the Geotech specifications required for the APA? (or where can I find the supplemental info and push/pull specs)?	This is provided in the SharePoint folder under the DEV Provided Documents folder
38	What was the reasoning for eliminating co-location opportunities in this year's RFP?	The 2021 RFP clarified that the intent of the Distributed Solar RFP is seeking 3 MW projects versus larger projects subdivided into smaller projects.



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39	To make sure I understood correct, for a Power Purchase Agreement (no Asset acquisition) the deadline to submit the proposal is Mar 2, 2022 but for Acquisition proposal the deadline is Aug 2, 2021 - why this difference of 7 months?	That is correct. The APA bids need additional time in order to line up the EPC process with the acquisition process. Because third parties will manage the construction for the PPA transaction structure we provide additional time there to allow the most up to date proposals which is closer to our anticipated filing timeline.
40	Will Dominion setup another webinar later this year or early next year prior to the PPA bid due?	We did not have plans to host another webinar for this cycle however if you could submit your idea to the RFP mailbox we will consider if it would be helpful
41	Will the Q&A be shared with everyone after the webinar or only shared with those who asked the question?	Yes. We will follow up in approximately 1 week to post.
42	Does Dominion have an anticipated release date for the next RFP following this effort?	Roughly the same time next year
43	can the same project be bid into both the APA and PPA processes?	Yes, but please submit separate ITBs so we know to set up separate Sharepoint sites for each bid type
44	Will DOM give any extra weight to a project under the APA that has a provision for future BESS installation in the county CUP that would allow DOM to install BESS at a future date?	The primary evaluation will be on the project permit that has been approved for use by the locality that is tied to a specific use of land for a specific project site plan. No additional scoring will be assigned to a project that has a CUP that allows for a future BESS facility that is not tied to a specific site plan and land use.
45	A follow up to the 8760 question and Ricky's answer: the same storage facility could be operated with a widely different 8760. What's the best way to give you what you need in this proposal without inadvertently hampering the bid, given the fac that t by providing a sample 8760 that is just going to be one of many potential 8760 profiles for the exact same storage facility?	Encourage separate discussion with developer who asked this question if answer to question 36 was not sufficient - we are happy to schedule a call to follow up directly on this topic.