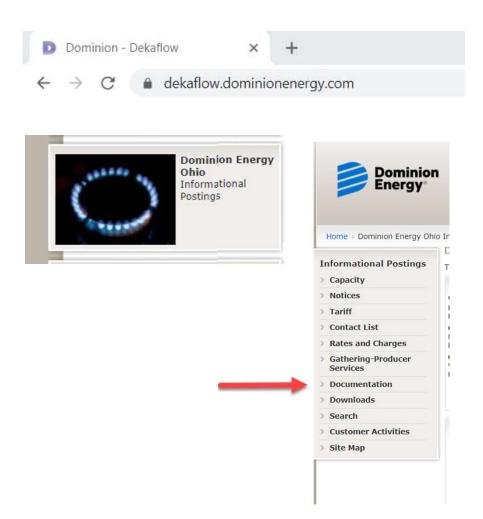
Dominion Energy Ohio SSO/SCO Auction Information Meeting

December 3, 2020



Dekaflow Website Documentation





Auction Link

- Dominionenergy.com
- Make sure "OH" is the pick in the top left
- Scroll to bottom of the page and click on LARGE BUSINESS SERVICES
- Click on the TRANSPORTATION SERVICES box
- Scroll to the mid-section to find this year's auction information

April 1, 2021 through March 31, 2022

Standard Service & Choice Offer Auctions



Background Information

General Auction Structure

Auction Details

Capacity Release Process



Meeting

Agenda

Commercial Services - Meet Our Team

- ► Ella Hochstetler Director, Gas Operations
 - Kirsten Janecko Manager, Gas Operations Customer Service
 - ► Cody Barrett Assoc. Retail Transportation Analyst
 - Ayden Canavos Assoc. Retail Transportation Analyst
 - Sherry Skinner Sr. Retail Transportation Analyst
 - Laura Whitkofski Assoc. Retail Transportation Analyst
 - Cliff Andrews Gas Development Services Advisor
 - Dina Longo Transportation Services Program Manager
 - Larry Rice Gas Development Services Advisor

<u>EOG_Trans_Serv@dominionenergy.com</u> or Gas_Energy_Choice@dominionenergy.com



Background Information



Dominion Energy Ohio Market

- DEO serves 1.2 million customers in Ohio with annual on-system throughput of approximately 350 Bcf
- Two primary operating areas East Ohio and West Ohio (Lima)
- East Ohio served by company-owned storage, local production, Utica wells, Processing Plants, and pipeline interconnects:

ANR Ohio River System

Blue Racer Midstream Panhandle Eastern

Dominion Energy Transmission Rockies Express

Equitrans Midstream Tennessee Gas Pipeline

MarkWest Cadiz Texas Eastern

Nexus Gas Transmission UEO Kensington

North Coast Transmission

West Ohio served by interconnects with:

ANR

Columbia Transmission

KNG Energy



DEO Commodity Market Transformation History

- First Standard Service Offer (SSO) auction in 2006
- First Standard Choice Offer (SCO) auction in 2009
- Combined into one auction in 2012



SSO/SCO Pricing Structure

- SSO/SCO = Prompt Month NYMEX + Retail Price Adjustment
 - Retail Price Adjustment equals the difference between the \$/Mcf to be billed customers over the month and the NYMEX settlement price for that month on the final day of trading
- Retail Price Adjustment includes all costs for:
 - Upstream transportation to city gate
 - Btu conversion
 - DEO fuel retention
 - ECPS pooling and other fees
 - Uncertainty of aggregate load to be served
 - Unique nature of the commodity service



Nature of SSO Service

- Obligation to provide the daily gas supply requirements of Choiceineligible customers
- Supply volume, not actual customers, will be awarded:
 - Aggregate load of ~10.9 Bcf
 - Customers served under sales tariffs
- SSO pool customer load will change for various reasons, including:
 - Weather conditions / usage equation updates
 - Participation in Energy Choice / aggregation programs
 - ▶ Level of PIPP program participation
 - ▶ New customer additions / termination & restoration of service
 - Supplier default (none since Oct 2000)
- SSO available to certain Choice-eligible customers for up to two billing periods:
 - Includes new customers and those whose Energy Choice or aggregation contracts expire without renewal



Nature of SCO Service

- Opportunity to serve specific customers will be awarded:
 - Residential Choice-eligible SSO and SCO customers are randomly assigned to each supplier based on the number of tranches won
 - ► ~14.7 Bcf, ~171,000 customers
 - Customers are served under Energy Choice residential tariff
- Obligation to provide the daily gas supply needs of Choice-eligible customers assigned as a result of the:
 - February 2021 SCO auction and
 - Rotating assignment of residential and non-residential customers, of a certain size, entering SCO service after leaving the SSO or another form of Energy Choice commodity service
- Suppliers not awarded SCO tranches can elect to participate in the rotating assignment provided they have an active Energy Choice pool
 - Annual election
 - Notice will be posted on the EBB with deadline dates for executing contracts



Nature of SCO Service (continued)

- SCO pool customer load will change for various reasons, including:
 - Weather conditions / usage equation updates
 - Customer enrollment with an Energy Choice supplier
 - Customer participation in an opt-out governmental aggregation
 - Change in customer status from Choice-eligible to Choiceineligible
 - Termination of service
- Operations and fees are identical to those of the Energy Choice program (applies to SSO service as well)
- Winning suppliers execute an SCO Letter Agreement
- Suppliers cannot charge any exit or termination fees to departing SCO customers
- Since April 2013, DEO has included SCO customer information in the customer lists that are purchased by Certified Retail Natural Gas Service (CRNGS) suppliers

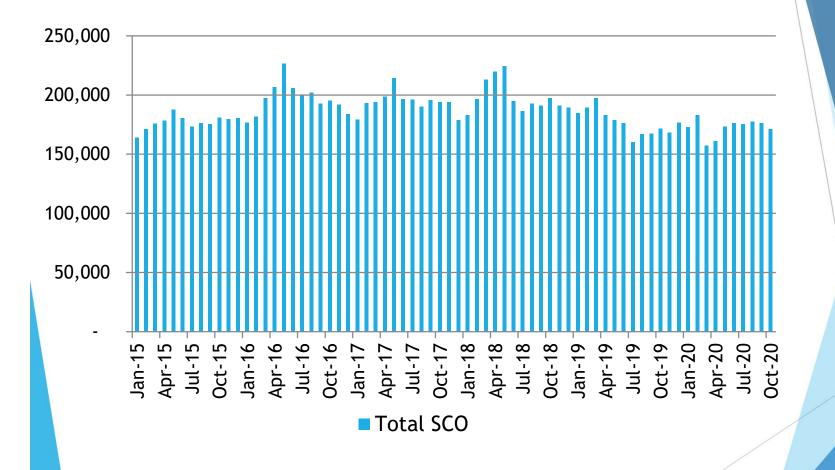


Past Auction Results

DATE	AUCTION TYPE	R	RESULTS	
Aug-06	SSO	\$	1.44	
Jul-08	SSO	\$	2.33	
Feb-09	Separate SSO/SCO	\$	1.40	
Feb-10	Separate SSO/SCO	\$	1.20	
Mar-11	Separate SSO/SCO	\$	1.00	
Feb-12	Combined	\$	0.60	
Feb-13	Combined	\$	0.60	
Feb-14	Combined	\$	0.43	
Feb-15	Combined	\$	0.02	
Feb-16	Combined	\$	(0.05)	
Feb-17	Combined	\$	0.00	
Feb-18	Combined	\$	0.07	
Feb-19	Combined	\$	0.22	
Feb-20	Combined	\$	0.15	



SCO Customer Counts





Types of DEO Customers

SSO (Standard Service Offer)	Default commodity service for customers who are <u>not</u> Choice-eligible (including PIPP+ customers)	
PIPP (Percentage Income Payment Plan)	Low-income payment plan for households at or below 150% of poverty level (Not eligible to participate in Energy Choice)	
Choice-Eligible	Must have no arrears, be current on a payment, or not have broken a payment plan more than once in last 12 months	
Governmental Aggregation	Customers participating in governmental aggregation programs (opt-out – do not affirmatively elect to participate)	
SCO (Standard Choice Offer)	Default commodity service for certain residential and non-residential Choice-eligible customers (price set by auction)	
MRR (Monthly Retail Rate)	Default commodity service for <i>certain</i> Choice-eligible customers (more information follows)	
Traditional Transportation	Customers participating in DEO's non-Choice transportation program under the DTS, GTS or TSS rate schedules)	



Monthly Retail Rate (MRR Program)

Small Non-Residential

0 - 200 Mcf annually - not eligible for MRR, default to SCO

Medium Non-Residential

201 - 500 Mcf annually - default to MRR, but have option to move to SCO

Large Non-Residential

501 and over Mcf - not eligible for SCO, default to MRR

- Replaced Monthly Variable Rate (MVR) program in July 2020.
- Customers on MRR will be charged the lower of the monthly retail rate submitted by their assigned MRR supplier or a "median price" if the participating supplier's submitted rate is higher.
- be determined each month based on the median of each MRR supplier's lowest monthly variable rate offer posted on the PUCO's website. All MRR suppliers must charge a variable rate at or below the median MRR determined for each month.

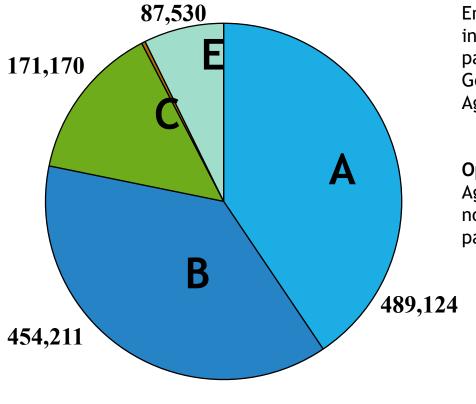


Monthly Retail Rate (MRR) Rules

- ► Effective February 26, 2021 forward, an MRR supplier shall either have at least 100 Energy Choice customers (non-MRR, non-SCO), or be serving at least 10,000 Mcf of Energy Choice (non-MRR, non-SCO) annual load
- MRR customers within an existing MRR supplier's pool for more than 12 bills will be randomly reassigned annually to the MRR suppliers in place at that time



December 2020 Customer Composition



Energy Choice customers include those participating in **Opt-in** Governmental Aggregation programs

Opt-out Governmental Aggregation customers do not affirmatively elect to participate

- A Energy Choice
- ■B Governmental Aggregation
- C SCO Customers
- D MRR Customers (4,193)
- ■E SSO (Primarily PIPP)



After Two Months on SSO - Choice Eligible Customers Move to ...

	Default Service	Options Available (2)
New Customer (1)	SCO (Res) MRR (Non-Res – based on size)	- Energy Choice - Governmental Aggregation
Customer whose opt-out aggregation program ends	SCO (Res) MRR (Non-Res – based on size)	- Energy Choice - Governmental Aggregation
Customer whose Energy Choice agreement expires	SCO (Res) or MRR (Non-Res – based on size)	- Energy Choice- Governmental Aggregation- SCO

- 1. New customers include those establishing service for first time, relocating without portability agreement, or restoring service more than 10 days after being disconnected
- 2. Choice-eligible customers served under SSO, SCO and MRR are eligible to be included in opt-out aggregation programs





Combined SSO/SCO Auction

- ▶ DEO will conduct one descending clock auction for both wholesale (SSO) and retail (SCO) load
- Winning bidders are awarded SCO customers AND a slice of the SSO load
 - Existing SCO customers will be reassigned to winning suppliers as of April 1st
 - SSO load will be administered as a separate pool
- Total load of ~25.6 Bcf divided over a minimum of nine (9) tranches
- Bidders must be certified CRNGS providers to participate
- Auction website: https://www.dominionenergy.com/ohio/large-businessservices/transportation-services



Auction Structure

- Internet-based descending clock auction administered by Enel X North America
- ► Term of commodity service obligation is April 2021 to March 2022
- Descending clock auction process:
 - Supplier bids # of tranches it would supply at the Going Price
 - Going Price is reduced round-by-round until market is cleared
- Going Price = Fixed adder to NYMEX settlement price for prompt month
- Initial Going Price and decrement pricing may change during the auction
- Sealed bid process if # of tranches bid in a round falls below the # needed to clear market (9 tranches)



Bid Review and Approval

- In prior auctions, PUCO filed its post auction report the same day as the auction
- PUCO typically approves the auction results the following day
- DEO then executes supply agreements with winning suppliers
- PUCO has ability to reject results if it concludes there were material deficiencies in the auction process, that the final Going Price is unacceptable, or for any other reason(s) it deems appropriate
- Because the PUCO is not obligated to rule on the auction results within a specific timeframe, DEO cannot provide assurance that the prior timeline will be followed
- Within 30 days after PUCO ruling, DEO will return or cancel any security that was provided by unsuccessful bidders



Bidder Pre-Qualification/ Certification

- Interested parties must submit financial statements with Auction Application to facilitate creditworthiness review
 - Acceptable collateral forms available on auction website
 - Guaranty Agreement
 - ▶ Letter of Credit Issuer Requirements:
 - Minimum \$10B in assets
 - Rated A- or better by S&P and Moody's
 - Domestic presentment is required (if issuing bank is foreign)
 - ▶ Letter of Credit must have the ISP98 and NY jurisdiction references
 - Surety Bond Issuer Requirements
 - Issuer must have a rating of Excellent or Superior by AMBest's Credit Rating Service
- Collateral requirement for a single tranche is based on ECPS tariff creditworthiness provisions
 - Collateral Requirement per tranche = \$510,000 *does not include the Default Fee* and may be reduced with perfected interest to DEO



Registered Bidder Restrictions

- May participate on stand-alone basis or as part of joint arrangement, but not both
- Joint bidders must identify all parties involved
- May not have controlling interest, corporate affiliation with, or <> 10% stake in another bidder
- May not have relationship with another bidder that includes supply arrangements or provides incentives based on auction outcome
- Must maintain confidentiality of bidding strategy and not retain advisors/consultants used by other bidders
- Must maintain confidentiality of discounted rates for pipeline capacity



On-Line Information

- Auction information available at:
 - https://www.dominionenergy.com/ohio/rates-and-tariffs/sso-and-sco-auctions
- Auction Application and related attachments available at:
 - https://www.dominionenergy.com/ohio/large-business-services/transportation-services
- All Dominion Energy Ohio tariffs available at:
 - https://www.dominionenergy.com/ohio/rates-and-tariffs/tariffs
- ▶ All Public Utilities Commission of Ohio filings available at:
 - http://dis.puc.state.oh.us/
 - ▶ 07-1224-GA-EXM
 - ▶ 11-6076-GA-EXM
 - ▶ 12-1842-GA-EXM
 - ▶ 18-1419-GA-EXM





Auction Details

Proposed Auction Process Timing

Step	Description	Date
1	Information session held for interested parties	12/03/2020
2	Application deadline (firm)	12/14/2020
3	Application response and credit requirement notification	01/03/2021
4	Tranche size, initial going price, decrement and final rules issued	01/15/2021
5	Registration deadline and collateral submitted	01/22/2021
6	Mock auction conducted by Enel X North America	02/02/2021
7	Live auction conducted by Enel X North America	02/09/2021
8	PUCO ruling on auction results (based on previous timing*)	02/10/2021
9	Gas supply agreements executed	03/19/2021
10	Gas flow starts	04/01/2021
11	Initial demonstration of comparable capacity	10/22/2021



^{*} DEO makes no representation regarding the timing of a PUCO ruling

Default Fee

- One Default Fee to be posted per winning supplier
 - Estimated at \$498,000 per tranche. Will be updated when number of final tranches are known
 - Default Fee <u>must</u> be in the form of a Letter of Credit DEO cannot accept cash
 - ► Fee = \$0.20/Mcf for remaining months' estimated requirements
 - ► Fee may increase \$0.06/Mcf for every \$1.00 increase in weighted average NYMEX strip price over remaining term (as compared to average strip price day of the auction)
 - Fee reduced during winter months only



Auction Rules

- Each supplier is given only one ID for use during the actual auction
- Round 1 has 10-minute bidding and reporting phases (subject to change in later rounds after consultation with PUCO Staff)
- Total number of tranches bid in the round is announced at the end of reporting period (no reporting of individual supplier bids)
- Bids can be changed or withdrawn during bidding phase, but last bid is binding
- Once a supplier drops out, its access to auction information ends
- Bidding phase can be extended once per round with suppliers given two opportunities apiece to request a time out
- Round duration, Initial Going Price and subsequent Price Decrements are subject to change after consultation with PUCO Staff



End of Auction Procedure

(Refer to Attachment 10 on Auction website)

- Auction concludes once the number of tranches bid equals the required number (minimum of 9 tranches)
- If an over-supplied round is followed by an under-supplied round, the suppliers that participated in the last over-supplied round must submit a sealed bid
- The sealed bid is to indicate (1) # of tranches bidder is willing to supply and (2) the lowest price that the bidder is willing to accept for those tranches
 - All suppliers participating in the last over-supplied round must submit a bid even if it only reflects the Going Price and tranches bid in that round
 - The # of tranches cannot exceed that bid in the over-supplied round
 - There is no minimum price
- DEO will use the minimum sealed bid price that clears the market as the final Going Price for the auction
 - If the market clears with more than 9 tranches, the load will be prorated among those suppliers that submitted a bid at or below the clearing price



SCO Letter Agreement

(Refer to Attachment 9 on Auction website)

- Winning Suppliers must sign letter agreement to confirm award
 - Summarizes service to be rendered by supplier and DEO
 - Shows resulting auction price and number of tranches won
 - States Btu conversion and UFG percentage
 - Describes the default fee required of all SCO suppliers
 - Restates supplier's performance obligation

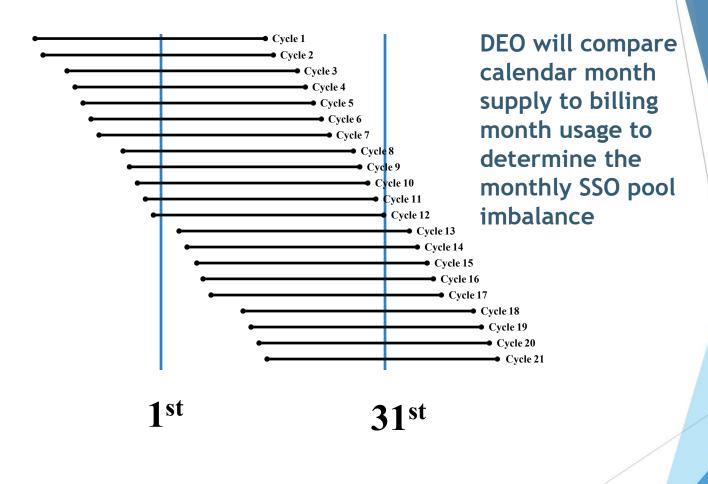


SSO Supplier Payment

- Supplier payment will equal (NYMEX + Retail Price Adjustment) x Burner-tip Mcfs billed
- Suppliers reimbursed via wire transfer on first business day following 15th for prior month's supply
- Initial payment is based on volume supplied over the calendar month
- After billed volumes become known, DEO performs volumetric and financial true-up to the billed volume
- Objective is to ensure amounts and volumes billed exactly match amounts and volumes supplied:
 - If Mcfs billed < volume supplied, DEO returns excess gas and reduces the next month's remittance accordingly (and viceversa)
 - Volumes to be supplied and amounts remitted to suppliers can be affected by customer rebills
- DEO assumes receivable risk suppliers are paid whether DEO is paid or not, with no reduction in receivables
- DEO may adjust supplier volumes and dollars owed up to two months after the term ends



Billing Cycle Illustration





SSO True-Up Example

- October calendar month target volume for Supplier A equals 400,000 Mcf, which it flows as requested
- DEO pays Supplier A for that volume on the first business day following November 15th
- DEO determines that the actual volume billed for the October billing month was 385,000 Mcf
- DEO returns the 15,000 Mcf over-supply to Supplier A prior to the October imbalance trading period that occurs in mid-November
 - Imbalances can be traded, put in storage or cashed out
- DEO withholds 15,000 Mcf times the October NYMEX price plus the Retail Price Adjustment from the next payment to Supplier A



Resolution of Default Risk

The risk facing non-defaulting auction suppliers has been addressed by:

- Requiring Default Fee from auction winners
 - In event of default by an auction supplier, 100% of Default Fee financial security will be distributed on a weighted basis to non-defaulting suppliers
- Supplier's increase in its SSO and/or SCO share is limited to 50% of the load originally obtained in the auction
 - Suppliers can voluntarily provide more
 - ▶ DEO will conduct supplemental auction for any amounts not covered by 50% increase



Energy Choice Supplier Options After the auction ...

- Winning suppliers <u>must</u> accept SCO customers via rotating assignment process
- Other CRNGS suppliers can elect to participate in the rotation process, serving customers at the established SCO rate
 - ▶ Supplier must make one-time election by March 1st to participate
 - Supplier must maintain an active Energy Choice pool
 - Supplier must agree to continue serving assigned customers at the SCO rate through March 2022 billing period
 - Suppliers who elected to be SCO supplier last year must re-elect to continue
- All CRNGS suppliers can elect to accept customers at a Monthly Retail Rate (above provisions also apply)
 - Suppliers who elected to be MRR supplier last time must re-elect to continue
- Suppliers cannot charge any exit or termination fees to departing SCO or MRR customers



Provider of Last Resort (POLR)

- Supply sequence in the event of a supplier default:
 - Voluntary supply from non-defaulting Energy Choice, SCO and SSO suppliers
 - Storage inventory of defaulting supplier(s)
 - Operational balancing inventory
 - Incremental purchases by DEO
- DEO's POLR obligation extends to the billing month after the one in which the default occurred
 - Customer's price in the month of default will be at its supplier's price
 - Will revert to SSO price in the month following the default
- After DEO's two-month POLR obligation ends, customers of a defaulting supplier will revert to SSO service for up to two months
 - Residential customers of a defaulting opt-out aggregation or SCO pool will be assigned to a SCO supplier after second SSO bill
 - Non-residential customers, based on size, will either be assigned to a SCO or MRR supplier after second SSO bill



Capacity Release **Process**

Operation/Supply Issues

- Assignment of DEO Interstate Capacity
- Isolated Points
- Delivery Point Issues
- ▶ Information in DEO's EBB



Interstate Capacity Assignment

(Refer to Attachment 4 on Auction website)

- All non-operational balancing upstream capacity released for entire term of auction (April 2021 to March 2022)
- Suppliers notified of available capacity once final tranche size is determined
- Winning bidders and qualifying Energy Choice suppliers (those with a
 1% market share) must take pro rata share of remaining capacity
- Energy Choice suppliers may initially reject assignments
 - Becomes mandatory if capacity remains unreleased after the optional assignment process is complete
 - ► TGP (and associated DTI) and West Ohio associated ANR capacity cannot be rejected.



Interstate Capacity Assignment Example

Estimated East Ohio capacity for one tranche:

	Tranche	
Peak Day (PD)	27,530	Mcf BT
91.75% of PD	25,259	Mcf BT
On-System Storage	9,387	Mcf BT
Un-Met Capacity	15,872	Mcf BT
	16,522	CG Dth
Assigned Capacity	•	CG Dth
Un-Met Capacity	9,790	CG Dth



Interstate Capacity Assignment Example

Estimated West Ohio capacity for one tranche:

	Tranche	
Peak Day	2,969	Mcf BT
91.75% of PD	2,724	Mcf BT
Un-Met Capacity	2,724	Mcf BT
	2,836	CG Dth
Assigned Capacity	2,226	CG Dth
Un-Met Capacity	610	CG Dth



Interstate Capacity Assignment

- Mandatory releases of:
 - ► Texas Eastern (TETCo) 100% released to winning bidders
 - ► Tennessee Gas Pipeline (TGP) and upstream DTI 100% released to winning bidders and Energy Choice suppliers
 - ANR Pipeline ETS for West Ohio
 - TCo (for Buzzard) 100% of additional 3,000 dths/day released to winning bidders
- Initially optional releases of:
 - Non-West Ohio ANR Pipeline (ANR)
 - Dominion Energy Transmission (DETI) (the portion not upstream of TGP)
 - Panhandle Eastern (PEPL)
 - Nexus Gas Transmission (NEXUS)
 - Columbia Transmission (TCo)
- Suppliers cannot take upstream FT on DETI and TCo without the corresponding downstream FT capacity
- Release of TGP obligates shipper to serve the Cochranton isolated point
- Certain capacity discounts apply only to volumes nominated to Energy Choice pools at the primary receipt point(s)
 - Supplier must pay max rates if nominated elsewhere



Interstate Capacity Assignment Process

- Final number of tranches are established
- Existing SCO suppliers have their SCO customers backed out of peak day number to determine Energy Choice market share
- All suppliers and auction customer peak days compared
 - Pools with less then 1% peak day market share are excluded
 - Remaining pools are assigned share of capacity based on percent of total qualifying market share they hold



Interstate Capacity Assignment Process (Continued)

- ► E-mails sent to all qualified suppliers and registered bidders showing:
 - Amount of capacity assigned
 - Applicable discounted capacity rates
- Suppliers with the option to elect capacity must inform DEO of <u>capacity they do not want</u> by date posted on the EBB



Interstate Capacity Assignment Process (Continued)

- Winning auction bidders given first option to accept any capacity returned after auction
- Any unclaimed capacity will then be posted via the EBB and made available to all suppliers and end-users on DEO's system
- Any capacity not accepted by posted deadline will then revert to original supplier who initially rejected capacity
- ▶ All releases will be done prior to their start date
 - If supplier wants capacity released to an agent, supplier and agent must execute Three Party Agent Agreement



Isolated Points

(Refer to Attachment 3 on Auction website)

- DEO has four market areas that must receive specific supply
 - Powhatan Point and Woodsfield (via TETCo)
 - Cochranton (via DETI from TGP)
 - ANR West Ohio Convoy (via ANR)
 - Buzzard (via TCo)
 - ► In order to ensure adequate deliveries to customers served in Wayne, Holmes, and Knox counties, during the winter months, DEO will require a minimum volume of flow from TCo into DEO at its Buzzard interconnect via TCo capacity released only to auction winning bidders. Auction winning bidders will be obligated to nominate volumes based on targets provided by DEO. Note: this portion of TCo capacity will count towards supplier's comparable capacity requirements for DEO's East Ohio division (not for the West Ohio division)



Isolated Points (Continued)

(Refer to Attachment 3 on Auction website)

- If supplier receives a release of these capacities, they must serve these isolated markets
- Isolated Point targets are posted on the same screen as the daily Energy Choice/SSO targets
 - ▶ Total target requirement includes these isolated point volumes



Delivery Point Notes

- Monthly allocated space at TGP should be scheduled to the TGP Gilmore meter
 - Operational issues may require DEO to request a change to the TGP Petersburg meter
- Monthly allocated space assigned for TETCo interconnect can be used to schedule deliveries from TETCo and/or Rockies Express (REX)
 - REX deliveries subject to rules posted on the EBB
- Under certain operating conditions, suppliers may be required to deliver additional volumes to west side delivery points above the capacity that has been released on ANR, Panhandle, and/or Nexus



Maumee Point Specific OFO

Temperature Range	Requirements
11 to 20 degrees F	75,000 Mcf
1 to 10 degrees F	110,000 Mcf
-5 to 0 degrees F	150,000 Mcf
-13 to -6 degrees F	175,000 Mcf

 Under such conditions, DEO will allocate responsibility for required west side deliveries based on estimated usage of Full Requirements and Energy Choice pools and of those Daily Transportation Service customers whose load is served primarily by west side of Cleveland volumes



Info Postings on EBB

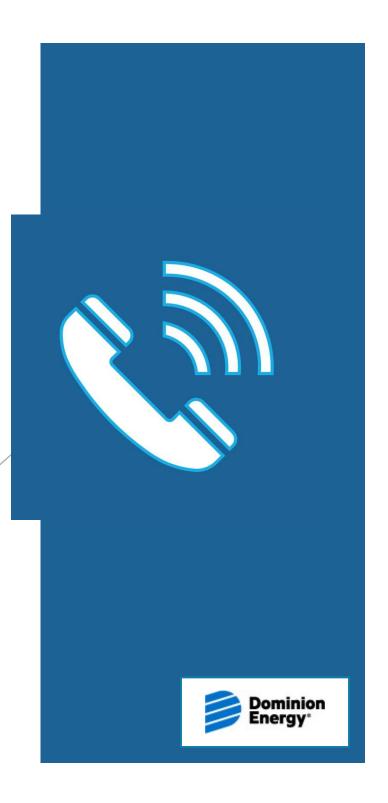
- ▶ DEO posts auction and other critical information on its EBB
- Make sure your EBB users relay information to appropriate contact
- DEO will send information to ONE company contact only
 - Supplier's responsibility to distribute or use group email
- Supplier's EBB users can set up Event Notification to have all postings emailed



Contacts

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