



CPA Long-Term Clean Energy RFO Webinar

October 22, 2018

Agenda

- Housekeeping
- CPA and RFO Overview
- Project Eligibility
- Communications and Q&A
- RFO Platform Demo
- Project Evaluation and Selection
- Wrap Up

Introductions



Clean Power Alliance

Natasha Keefer

*Director Power Planning
& Procurement*



LevelTen Energy

Rob Collier

VP, Director Relations



LevelTen Energy

Cathy d'Almeida

Account Executive

Housekeeping

- Audio – Disabled but please keep phone on mute
 - There will be no Q&A during the webinar. Developers should submit all questions to CPARFO@LevelTenEnergy.com
 - Q&A process will be covered later in the presentation
- Video – Disabled
- This presentation will be available after the call

Who is CPA



- A Joint Powers Authority, CPA has 31 member jurisdictions within Los Angeles and Ventura counties
- CPA launched service to select customers in February 2018
- Once customer enrollment is completed in May 2019, CPA will serve over 1 million customer accounts and be the largest CCA in the state

Members

Agoura Hills	Ojai
Alhambra	Oxnard
Arcadia	Paramount
Beverly Hills	Redondo Beach
Calabasas	Rolling Hills Estates
Camarillo	Santa Monica
Carson	Sierra Madre
Claremont	Simi Valley
Oliver City	South Pasadena
Downey	Tempe City
Hawaiian Gardens	Thousand Oaks
Hawthorne	Ventura County
Las Angeles County	Ventura City
Malibu	Whittier
Manhattan Beach	West Hollywood
Moorestark	

Map provided by the UCLA Luskin Center for Innovation in March 2018.

UCLA Luskin School of Public Affairs
Luskin Center for Innovation

RFO Overview and Goals

- Goal: Contract with renewable energy and storage facilities to meet CPA's electricity needs, environmental objectives, and provide offer its customers competitive, clean energy options
- CPA seeks to contract with a number of projects that will result in a well-rounded portfolio, showcasing a diverse set of benefits
- CPA may enter into one or more long-term PPAs for between 1,000-2,000 GWh per year of energy, environmental attributes, resource adequacy, and ancillary services, as applicable
- All bidders must submit *conforming* offers; however, CPA is also allowing bidders to submit additional *non-conforming* offers that provide greater value

RFO Schedule

Date	Action
Oct 4	RFO Issuance
Oct 15	LevelTen Platform Open to Developer Submissions
Oct 22	Bidder Webinar
Oct 24	Q&A Submissions Due to CPARFO@LevelTenEnergy.com
Oct 31	Q&A Responses Posted
Nov 9	RFO Submissions Due
Nov 12- Jan 10	Project Evaluation
Jan 11	Shortlist Notification to Bidders
Jan 14-18	Re-Open RFO for Shortlisted Projects
Jan 21	Deadline for Shortlisted Bidders to Sign Exclusivity Agreements and submit \$3.00/MW AC Shortlist Deposit
Jan - Mar	PPA Negotiations
April	Final PPA Board Approval
April	PPA Execution

Product Types

Product 1

Renewable energy individually metered from new or existing facilities, with or without energy storage, meeting PCC1 delivery requirements

Product 2

Fixed-volume renewable energy products from new or existing facilities meeting requirements for PCC1 or PCC2 and priced at Index-Plus

Product 3

Stand-alone energy storage products capable of offering all three of the following: Resource Adequacy, Energy, and Ancillary Services

Project Eligibility

Installed Capacity	<ul style="list-style-type: none">• For intermittent resources: 5 – 250 MW AC• For baseload resources: 5- 100 MW• For energy storage: 5-50 MW (additive to the generation capacity limits)• Projects sized less than 1 MW AC will not be accepted in this RFO
Contract Term	<ul style="list-style-type: none">• 15 years for Product 1 and Product 3• 10 years for Product 2
Location	<ul style="list-style-type: none">• In-state resources• Out-of-state resources, provided such resources meet PCC1 and PCC2 eligibility criteria and secure delivery CAISO
COD	<ul style="list-style-type: none">• December 31, 2021 or earlier

Project Eligibility (Continued)

Scheduling Coordinator	<ul style="list-style-type: none">• Buyer or Seller, depending on Product Type
Pricing	<ul style="list-style-type: none">• Fixed-priced with 0% escalator
Pricing Offers	<ul style="list-style-type: none">• Limit of 4 distinct pricing offers per facility
Seller Security Requirements	<ul style="list-style-type: none">• \$60/kW of Contract Capacity for As-Available• \$90/kW of Contract Capacity for Dispatchable and Baseload (including facilities with battery storage)

Additional guidance on conforming and non-conforming offers are provided in detail the RFO Protocol and CPA Form Agreements

LevelTen Energy's Role

- LevelTen will be supporting CPA's initiative by administering and organizing the RFO through LevelTen's Online RFO Platform and analyzing project economic value
- LevelTen's Platform offers the following:
 - Providing secure access to online platform
 - Collecting data in standardized way
 - Using software and automated analytics engine to ensure consistent evaluation

Communication

- Key documents posted to LevelTen's RFO Portal and CPA website
 - All Appendixes referenced in the RFO Instructions
 - Q&A Responses (on Oct 31)
- Email alerts or Developer Notifications automatically are distributed through LevelTen's RFO Platform to all contacts on the distribution list.
- Link to request additional names to the LevelTen distribution list: <https://leveltenenergy.com/contact/>
- Questions to be submitted to CPARFO@LevelTenEnergy.com

Q&A Process


- All questions due in writing to CPARFO@leveltenenergy.com by October 24
- All questions responded to in writing and posted to LevelTen RFO platform *and* CPA webpage on Oct 31
- We encourage developers to explore LevelTen platform in advance of Oct 24, and well in advance of RFO deadline Nov 9

NOTE: If it is discovered that a Bidder contacts and receives information from any CPA personnel, board director or alternate outside of this Q&A process, CPA may, in its sole determination, disqualify such Bidder's proposal from further consideration

Project Submittal Process Overview

- All Offers, including Appendixes, must be submitted through the LevelTen Energy RFO Platform. No submissions will be accepted through email or mail.
- To log in to the LevelTen Platform go to: <https://marketplace.levelten.energy/login>
- If you don't yet have credentials to the LevelTen Platform please go to <https://leveltenenergy.com/contact/> and complete the form to request credentials as a developer.

RFO Platform Demo



RFPs > Clean Power Alliance Request for Offers

Clean Power Alliance Request for Offers

RFP Detail
Proposals

Status	Closed
Buyer(s)	Clean Power Alliance of Southern California
	Add Buyer
Restrict to only these Developer(s) leave empty to allow all developers	Add Developer

Summary

Clean Power Alliance of Southern California ("CPA") is soliciting competitive proposals for the purchase of 10-year or longer renewable energy and storage contracts consistent with the terms and provisions in this Request for Offer ("RFO"). Instructions for participating in CPA's RFO and product-specific requirements are described in the text of the RFO Protocol document. Please carefully review the RFO Protocol document and all appendices. [All files are available for download further down on this page in the Support Documents area.](#)

The RFO will officially open for bids on **October 15, 2018 at 10:00 AM Pacific Standard Time**. At such time, Bidders will be able to create projects and assign projects and pricing offers to this RFO through LevelTen's Platform. CPA is announcing the RFO and providing bidding materials now so Bidders can review and familiarize themselves with the RFO requirements in advance of the RFO opening.

Responses to the RFO are due **November 9, 2018 at 5:00 PM Pacific Standard Time**.

The goal of this RFO is for CPA to solicit and evaluate offers from renewable energy generation and storage facilities to meet CPA's electricity needs, achieve its environmental objectives, and offer its customers competitive, clean energy options. Based on the solicitation and evaluation, CPA may enter into one or more long-term Power Purchase Agreements ("PPAs") with such renewable energy generation and storage facilities for between 1,000,000 and 2,000,000 megawatt-hours ("MWh") per year of Energy, Environmental Attributes, Resource Adequacy, and Ancillary Services, as applicable, from three types of products:

- **Product 1:** Renewable energy products individually metered from new or existing facilities, with or without energy storage, meeting the delivery requirements established for Portfolio Content Category 1 (PCC1) as defined under California's RPS.
- **Product 2:** Fixed-volume renewable energy products from new or existing facilities meeting requirements for PCC1 or PCC2 and priced at Index-Plus.
- **Product 3:** Stand-alone energy storage products capable of offering all three of the following: Resource Adequacy, Energy, and Ancillary Services.

CPA has a strong preference for a contract term of fifteen (15) years. CPA will consider non-conforming offers for contract terms ranging between ten (10) and twenty-five (25) years. CPA will also consider in-state and out-of-state resources, provided such resources meet PCC1 and PCC2 eligibility criteria, as appropriate for the product type as listed above, and secure delivery into the CAISO system. CPA has a preference for new projects expected to reach commercial operations by December 31, 2021. Projects reaching commercial operation by December 31, 2023 will also be considered as non-conforming bids.

Proposal Deadline	Nov 9th 2018, 5:00 pm, GMT-0700 (PDT)
Allow Proposal Revision 🔗	Enabled
Technology	Solar, Wind, Storage, Solar+Storage, Wind+Storage, Hydro, Geothermal, Biogas
Commercial Operation Date	Not specified

Access to the
LevelTen Energy view

Additional Submission Documents (due Nov 9)

<u>ALL bidders</u> must submit:	<ul style="list-style-type: none">• Appendix B (Non-Disclosure Agreement)
<u>Product 1</u> offers must submit:	<ul style="list-style-type: none">• <i>Either</i> Appendix D or Appendix E redlined PPAs• <i>If you are an RPS with Storage Offer</i>, submit Appendix F (RPS with Storage Offer Form)
<u>Product 2</u> offers must submit:	<ul style="list-style-type: none">• Appendix G (Product 2 Offer Form)• Appendix H (Product 2 Term Sheet)
<u>Product 3</u> offers must submit:	<ul style="list-style-type: none">• Appendix I (Product 3 Offer Form)• Appendix J (Product 3 Term Sheet)
<u>NEW projects</u> must submit:	<ul style="list-style-type: none">• Appendix K (Qualitative Selection Criteria Questionnaire)• ArcGIS Layer Package associated with the project's geospatial footprint

Project Ranking

- Individual projects will receive a rank (high, medium, low) for each of the following criteria:



- CPA will also be collecting data on projects that may not be used directly for project ranking but will assist in screening projects for short-list eligibility
- CPA reserves the right to remove short-list eligibility for any project with an identified material risk

Contracting

- Offers will be evaluated holistically, including any desired revisions to standard terms
- Bidders must submit any proposed changes to CPA's forms of PPA and term sheets via redline no later than November 9th
- CPA does not intend to provide collateral or performance security in connection with any PPAs that it may execute in connection with this RFO

NOTE: Changes to CPA's standard contract terms submitted after the response deadline may result in disqualification of the offer and forfeiture of the Shortlist Deposit

Wrap Up

- Oct 24 is the deadline to submit questions
CPARFO@LevelTenEnergy.com
- Oct 31 Q&A will be posted at the LTE RFO Platform and CPA Webpage
<https://marketplace.levelten.energy/login> and
<http://cleanpoweralliance.org/request-for-offer-rfo/>
- We encourage you to log into LTE platform early
<https://marketplace.levelten.energy/login>
- Webinar recording will be posted to LTE RFO Platform and CPA Webpage

Appendix

Development Maturity

Projects will ranked from highest to lowest score (0-100)

- The development maturity metric is a composite score based on a number of factors impacting project risk:
 - Site control
 - Interconnection status
 - Environmental screens
 - Land use and permits
 - Project financing

Environmental Stewardship

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- Demonstrates multiple benefits (provides additional societal, health, economic, water saving, or environmental benefits beyond the climate and GHG reduction benefits of renewable energy)

MEDIUM

- Located in an area designated as a preferred renewable energy zone and received required land use entitlement permits

LOW

- Not located in a preferred renewable energy zone or has not received required land use entitlement permits

Workforce Development

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- The project will use targeted-hire, union labor, or multi-trade project labor agreements (including requirements for state-apprenticeship graduates)

MEDIUM

- The project does not have a labor agreement, but can demonstrate prevailing wage, union labor, and targeted hire commitments

LOW

- The project does not demonstrate prevailing wage, union labor, and targeted hire commitments

Project Location

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- In Los Angeles and Ventura counties

MEDIUM

- Other counties within California

LOW

- Out of state projects

Benefits to DACs

Projects will be ranked high, medium, and low based on the following prioritization:

HIGH

- Located within a DAC and demonstrates DAC workforce and community development benefits

MEDIUM

- Project not located within a DAC but can demonstrate DAC benefits

LOW

- Project does not demonstrate DAC benefits