
Welcome to SDG&E's 2020 RPS REC Sale RFP Request for Proposals Bidders' Conference

- We will begin shortly. While waiting, please ensure:
 - Your mic is muted; and
 - Your video is off for the duration of the call
- We'll have time for questions after each presentation topic.

June 5, 2020 | 10:00 am to 12:00 pm PPT

Hosted by Web Event Services

Bidders' Conference Outline

- | | | |
|----|-----------------------------------------------------------------------------------------------------|-------------------------------------------|
| 1. | Welcome, Legal Disclaimer, and Safety
10:00 am - 10:10 am | Josh Stewart Senior Origination Analyst |
| 2. | Role of Independent Evaluator
10:10 am - 10:20 am | Keith Oliver Independent Evaluator |
| 3. | Overview of Schedule, Product Types,
And Eligibility Requirements
10:20 am - 10:40 am | Josh Stewart Senior Origination Analyst |
| 4. | WREGIS
10:40 am - 10:50 am | Josh Stewart Senior Origination Analyst |
| 5. | Overview of the Evaluation Process
10:50 am - 11:05 am | Josh Stewart Senior Origination Analyst |
| 6. | Overview of Bidding Protocols
11:05 am - 11:20 am | Josh Stewart Senior Origination Analyst |
| 7. | Bid Submission Process
11:20 am - 11:35 am | Josh Stewart Senior Origination Analyst |
| 8. | Credit Terms and Conditions
11:35 am - 11:40 am | Joanne Wang Manager Energy Risk |
| 9. | Overview of Power Purchase
Agreements
11:40 am - 12:00 pm | Mike Ruzzo Energy Procurement Advisor |
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Legal Disclaimers:

Anti-trust:

All participants in today's meeting shall comply with anti-trust guidelines. These guidelines direct meeting participants to avoid discussions of topics or behavior that would result in anti-competitive behavior, including restraint of trade and conspiracy to create unfair or deceptive business practices or discrimination, allocation of production, imposition of boycotts and exclusive dealing arrangements.

Rejection of Offers:

SDG&E MAKES NO GUARANTEE THAT A CONTRACT AWARD SHALL RESULT FROM THIS RFP EVEN AFTER AN OFFER HAS BEEN SELECTED AS A WINNING BID. SDG&E RESERVES THE RIGHT AT ANY TIME, AT ITS SOLE DISCRETION, TO ABANDON THIS RFP PROCESS, TO CHANGE THE BASIS FOR EVALUATION OF OFFERS, TO TERMINATE FURTHER PARTICIPATION IN THIS PROCESS BY ANY PARTY, TO ACCEPT ANY OFFER OR TO ENTER INTO ANY DEFINITIVE AGREEMENT, TO EVALUATE THE QUALIFICATIONS OF ANY RESPONDENT OR THE TERMS AND CONDITIONS OF ANY OFFER, OR TO REJECT ANY OR ALL OFFERS, ALL WITHOUT NOTICE AND WITHOUT ASSIGNING ANY REASONS AND WITHOUT LIABILITY OF SEMPRA ENERGY, SDG&E, OR ANY OF THEIR SUBSIDIARIES, AFFILIATES, OR REPRESENTATIVES TO ANY RESPONDENT. SDG&E SHALL HAVE NO OBLIGATION TO CONSIDER ANY OFFER.

Document Conflict:

This presentation is intended to be a summary level discussion of the information and requirements established in the RFP Materials. To the extent that there are any inconsistencies between the information provided in this presentation and the requirements in the RFP Materials, the RFP Materials shall govern.

Safety Moment

Josh Stewart | Senior Origination Analyst

General Q&A Guidance

- SDG&E will post questions and answers on the solicitation website at:
 - <https://www.sdge.com/2020rpsrfp>
- Questions can be submitted to either:
 - RECSaleRFP@sdge.com
- Respondents **MUST** copy the IE on all communications
 - keith.oliver@merrimackenergy.com
- Questions received and answers will be posted to the website periodically
- Deadline to submit questions is June 12, 2020
- Offers must be submitted to PowerAdvocate by June 19, 2020

Welcome

Josh Stewart | Senior Origination Analyst

RPS REC Sale RFP Overview

RPS REC Sale RFP

- San Diego Gas & Electric Company (“SDG&E”) is issuing this Request for Proposals (“RFP”) seeking proposals from third parties who are interested in purchasing products from eligible renewable resources under contract with SDG&E.

Acceptable Product Types

	Bundled Firm	Bundled Unit Contingent	Unbundled
Product Types:	Bundled Energy and RECs from pool of RPS-eligible projects	Bundled Energy and RECs from specific project(s) only	Unbundled RECs
Minimum Term:	1 Month	1 Month	One-time transfer of firm quantities
Maximum Term:	1 Year (12 months)	10 Years (120 months)	Recurring transfers of unit contingent quantities during Term up to 10 years
Delivery Window:	Start no earlier than CPUC Approval (“X”), End no later than X+12 months ¹	Start no earlier than CPUC Approval (“X”), End no later than X+120 months ²	Start no earlier than CPUC Approval
Point of Delivery:	Point of Interconnection of the Project to the CAISO Grid	Point of Interconnection of the Project to the CAISO Grid	n/a
Min Volume:	No Min	No Min	No Min

Q&A Tips

- Use the hand raise function (in the toolbar) or type your question in the chat (not anonymous)
- After you've asked your question, please re-mute yourself
- For phone-in callers, use *6 to unmute/mute yourself

Role of the Independent Evaluator

Keith Oliver | Independent Evaluator (Merrimack Energy)

Overview Independent Evaluator

Merrimack Energy is approved by the CPUC as the Independent Evaluator for this RFP.

Merrimack Energy was founded in 2001 and has experienced professionals with extensive industry experience in the areas of:

- Power Procurement Practices
- Energy Market Analysis
- Asset Valuation & Analysis
- Project Cost Benchmarking
- Program Design & Management
- Expert Testimony

Keith Oliver's ten years of industry experience include the following:

- Designing & managing statewide energy efficiency programs.
- Serving as lead consultant and independent evaluator for solar, wind, demand response, distribution deferral, energy storage, and community renewables solicitations.

Bid Conformance

- *IE's role in the RPS REC Sale RFP:*
 - Monitor the Standards of Conduct to
 - Ensure equal treatment of all bids
 - Set separation of the Company's Evaluation Team & Bidders
 - Support clear & consistent Communication & Messaging
 - Create confidence in the Market regarding the Process
 - Review Draft Documents & Process before PUC Filing
 - Provide Independent Contact for Bidders
 - Inform PUC of status, complaints & issues
 - Report on Process and Results to CPUC when filing for approval
- *Bids should comply with all the requirements of the RFP*
 - Any bids that are rejected because of conformance issues will be discussed with the IE
 - Any bids that are accepted that may have minor conformance issues will also be discussed with the IE
 - The goal is to ensure all bidders are treated in a fair manner

Q&A Tips

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Overview of Schedule, Product Types, and Eligibility Requirements

Josh Stewart | Senior Origination Analyst

RFP Schedule / PPA Execution and Approval

NO.	ITEM	APPROX. DATE
1.	RFP Issued	May 29, 2020
2.	Pre-Bid Conference (Webinar)	June 5, 2020
3.	DEADLINE TO SUBMIT QUESTIONS Question submittal cut-off date. Answers to all questions will be posted on the website no later than 3 business days following question submittal cutoff date	June 12, 2020
4.	CLOSING DATE: Offers must be submitted to PowerAdvocate® website no later than NOON (Pacific Standard Time).	June 19, 2020
6.	SDG&E submits FINAL list of shortlisted Bidders to Commission and PRG.	July 17, 2020
7.	SDG&E notifies shortlisted Bidder(s).	July 20, 2020
8.	SDG&E issues appreciation notices to unsuccessful Bidders.	July 24, 2020
9.	SDG&E commences with Transaction Document negotiations.	July 24, 2020
10.	SDG&E submits Tier 1 or Tier 3 Advice Letter(s) with agreements for Commission approval.	End Q3 2020

*Note: SDG&E has no control over CPUC approval, these date are approximate

Products and Eligibility Requirements

In this RFP, SDG&E intends to offer bundled and unbundled RECs.

Such products are defined below.

Bundled Energy Products (Bundled Firm and Bundled Unit Contingent)

- Term: 1 month to 1 year (firm), and 1 month to 10 years (unit contingent)
- Pricing: Index Price plus Green Attributes Price \$/MWh
- Volume: To be bid in

Unbundled REC Products (Unbundled Firm and Unbundled Unit Contingent)

- Term: One-time transfer or recurring unit contingent transfers during specified term up to 10 years to designated WREGIS Account
- Pricing: Bid REC price expressed in \$/MWh
- Volume: To be bid in

Eligibility Requirements

1. WREGIS Account¹; and
2. Credit Capability

¹There is no requirement to have a WREGIS account prior to bid submittal

Resource Adequacy

SDG&E is not selling Resource Adequacy with any of these transactions.

The final portfolio sale will be shaped as specified by the seller in the bid form.

Offered resources may be:

- Re-powered or existing facilities;
- New facilities;
- New facilities that are scheduled to come online during the years specified in this RFP; and/or
- Other facilities

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WREGIS

Josh Stewart | Senior Origination Analyst

Western Renewable Energy Generation Information System (WREGIS)

- WREGIS – tracks Renewable Energy Credits (RECs)
 - 1 REC = 1 MWh of renewable energy
 - RECs are created 90 days following the date upon which the generation occurred (e.g., the REC for a MWh generated in December 2019 will be created at the end of March 2020)
- Buyers must register or already be registered as an Account Holder in WREGIS
 - To register, go to www.wregis.org
 - For questions, email wregishelp@wecc.biz or call 888-225-4213
- REC Transfer
 - Seller will transfer RECs to the Buyer within 5 Business Days after the end of the month in which they were created
 - Buyer will receive an email in WREGIS that the RECs have been transferred and Buyer will have 14 days to accept them

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Overview of the 2020 RPS REC Sale RFP Evaluation Process

Josh Stewart | Senior Origination Analyst

Evaluation Criteria and Shortlisting:

- All incoming Bids will be assessed for conformance
- SDG&E will evaluate and rank bids based on the pricing, volume and term information provided by the Bidders
- The quantitative valuation of an Offer takes into account SDG&E's RPS position and any opportunity costs associated with each transaction
- Qualitative factors and benefits may be used to determine advancement onto the short list or evaluate tie-breakers, if any
- A bid that minimizes overall cost to all SDG&E customers and satisfies all volumetric and timing constraints will be selected
- Upon completion of the evaluation process, SDG&E will brief the PRG members regarding SDG&E's recommendations
 - Modifications to the shortlist may occur based on comments and recommendations from the PRG

Bid Conformance Evaluation

SDG&E may reject a Bid if:

- SDG&E uncovers evidence of market manipulation in the bid preparation and Offer process;
- The Respondent does not provide adequate evidence it meets minimum participation criteria;
- If there is a question as to whether or not the bids meet minimum eligibility criteria;
- If the Respondent cannot fulfill the terms and conditions of the supplied Transaction Documents;
- If the Respondent is unable to comply with RFP timing and other solicitation requirements; and/or
- Respondent in SDG&E's sole judgment may not be able to provide or maintain the level of security of the transaction

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Overview of Bidding Protocols

Josh Stewart | Senior Origination Analyst

Required Bid Forms

Offer Form¹ – There is no limit on the number of Forms that can be submitted. Therefore, respondents are encouraged, but not required, to submit additional offers for our consideration with shorter tenors or with escalators

Credit Application – The credit application requests financial and other relevant information needed to demonstrate creditworthiness

Transaction Document (Bundled Energy Products) - Respondents shall populate and redline the Transaction Agreement

Model REC Agreement (Unbundled RECs Products) - To be provided to bidder by SDG&E at time of shortlisting

¹The Offer Form must be submitted in Excel or Excel-compatible format (not in PDF). Submissions containing unsolicited materials or submissions of individuals Offer documents in file formats other than the formats of the original Offer forms may be rejected.

Website and Offer Form Walk Through

www.sdge.com/2020rpsrfp

Common Mistakes

Mistakes on forms that can cause rejection of a bid:

- Critical information missing
- Entering information incorrectly:
 - prices in cents/kWh
 - deliveries in kWh instead of \$/MWh and MWh
 - DO NOT try to add rows or columns in any way that would change the layout of your offer form
- Adding or renaming worksheets
- Making SDG&E fill out your bid form

If you find any errors, or have any problems using the offer forms, please contact us at RECSaleRFP@sdge.com (please cc the IE) immediately

Respondents are responsible for the accuracy of all information provided in response to this RFP

Bid Submission Process

Josh Stewart | Senior Origination Analyst

Registration and Logging On

Ways to Register:

1. Receive an invitational email from SDG&E followed by a link to access PowerAdvocate®
2. Register as a first-time user on www.PowerAdvocate.com
 - Request for access using the Referral Information



The screenshot shows a form titled "Referral Information" with a dark blue header. Below the header, there are four required fields, each marked with an asterisk (*). The first field is "Are you registering for a specific Event:" with two radio button options: "Yes" (selected) and "No, I would simply like to register." The second field is "Who referred you to this Event:" with a text input box containing "RECSaleRFP@sdge.com". The third field is "Name of that individual's company:" with a text input box containing "San Diego Gas & Electric". The fourth field is "Name or description of the Event:" with a text input box containing "105513 : 2020 RPS REC Sales RFP" and a dropdown arrow icon to its right. A red asterisk and the text "*Required Field" are located below the first field.

3. Request for access using the PowerAdvocate® link located at:
<https://www.poweradvocate.com/pR.do?okey=79084&pubEvent=true>

How to Log On:

1. Launch a web browser and go to: www.poweradvocate.com, and then click on the orange **Login** button.
2. Enter your account **User Name** and **Password** (both are case-sensitive)
3. Click **Login**.

The Supplier Dashboard

What information is displayed on my Dashboard?

Your Dashboard displays all bid events to which you have been invited.

Open and Pending Pre-Bid events

Pending (not Pre-Bid) and Closed events

Dashboard		Company Filter: <input type="text" value="All Companies"/>		Fill-In Data Sheets					
Event / Buyer	Msg	Open	Close	Download Documents	Upload Documents	Commercial	Technical	Pricing	
190 -cbl-1: 190 First St. Cable/Wiring Electric Power Utility		05/16/10 8:00 AM EDT	06/08/10 4:00 PM EDT	1	2	3	4	5	
T42g: Colorado River Sluice Gates Great Western Utilities	1/1	04/04/10 10:00 AM EDT	06/30/10 4:00 PM EDT	1	2	3	4	5	
1998-01: Grid Expansion Electric Power Utility		09/01/10 8:00 AM EDT	12/29/10 4:00 PM EST	1	2	3	4	5	

The numbers on the Dashboard represent a general workflow, though you can work in any order:

- 1 Download the bid package.
- 2 Upload bid documents, proposals, etc.
- 3 4 5 Fill in online datasheets if present.

Event name/number

Buying entity

Number of unread/total messages; click to access the **Messaging** tab.

More Information & Additional Help

PowerAdvocate Support

- Support@poweradvocate.com
- (857) 453-5800

Online Help

- Access the Help System at any time by clicking on the **Help** button



Dashboard Profile Company **Help** Logout

Event Dashboard

Fill-In Data Sheets

Event	Msg	Open	Close	Download Documents	Upload Documents	Commercial	Technical	Pricing
35697 : 2013 SDGE Energy RFP Sempra Energy		05/02/13 5:00 PM EDT	05/14/13 4:00 PM EDT	1	2	3	4	5

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*Please submit your questions by
June 12th*

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Credit Terms and Conditions

Joanne Wang | Manager Energy Risk

Credit Terms and Conditions

Credit Application

- SDG&E has the unilateral right to evaluate and determine the credit-worthiness of the Respondent relative to this RFP
- The Respondent is required to complete, execute and submit the RFP credit application (the application can be found on the RFP website)

Credit Support

- All credit support arrangements must be negotiated prior to an offer being accepted as a winning offer
- The form of the security (parent guaranty, letter of credit, or cash) will be at SDG&E's sole discretion and will depend on various factors:
 - Respondent's credit worthiness
 - Product type
 - The volume
 - Term of the agreement

Credit Application

CREDIT APPLICATION FOR REC Sale RFP

General Information

Legal Company Name _____

Doing Business As (DBA) _____

Credit Support Provider (Legal company name of Guarantor) _____

Street Address _____

City _____

State _____

Zip Code _____

Federal Tax ID # _____

Organized & existing under the laws of:

(State) _____

Year Incorporated/Established _____

Credit Issues Contact:

Name _____ Title _____ Phone _____ FAX _____ E-Mail _____

Please provide the following information with this application when applying for unsecured credit:

- Most recent three (3) fiscal years', CPA-audited, financial statements including notes to the financial statements.
- When using a credit support provider, include most recent three (3) fiscal years', CPA-audited, financial statements of the credit support provider.
- No need to attach financial statements when they are available in the web; provide address: _____
- When three (3) years of audited financial statements are not included or web address was not provided, it will be interpreted as Respondent not applying for unsecured credit. In this case, Security Collateral will be collected by SDG&E in an amount to be determined.

General Certification

The undersigned declares that the statements set forth herein are true and complete. The undersigned on behalf of Applicant hereby authorizes Utility to obtain verification from any source named herein as to the accuracy of the information provided and to obtain credit information regarding Applicant as part of its approval process.

The undersigned on behalf of Applicant hereby releases, discharges, exonerates and covenants not to sue any person, company or governmental organization providing information to Utility in connection with its approval process, any recipient of such information conducting a review of such information in connection with this application, including Utility or its representatives, and its officers, agents, employees and independent contractors, from any and all liability of every nature and kind arising from or in connection with the furnishing, receipt and review of such information.

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Overview of Power Purchase Agreements

Mike Ruzzo | Energy Procurement Advisor

REC Sales and Purchase Agreement

Transaction Document:	Standard WSPP or EEI Master Agreement (pending credit evaluation) with REC Sale Long-form Confirmation
RPS Product Type:	Bundled Energy with REC Products, or Unbundled REC Products
Delivery Obligation:	Firm deliveries from a pool of renewable resources, and/or Unit Contingent from specific facility
Delivery Point:	SP-15 or NP-15 EZ Gen Hub (Bundled Energy Products), as applicable, or WREGIS Account (Unbundled RECs)
Start Date:	Expected Q1 2020 (subject to CPUC Approval)
Delivery Term:	1 month (min) to 1 year (Firm); or 1 month (min) to 10 years (120 months) (Unit Contingent)
Contract Price:	REC Premium (in \$/MWh)

Please submit your questions by

June 12th

to

RECSaleRFP@sdge.com

Please cc the IE at:

keith.oliver@merrimackenergy.com

Q&A Tips

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