

RFP 5037: Expanded Solar for All

May 12, 2022

nationalgrid



NYSERDA

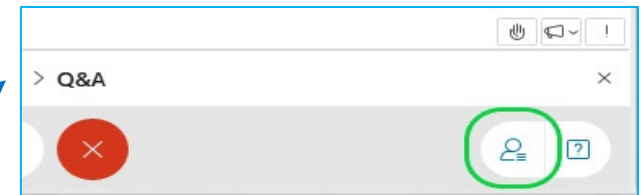
Meeting Procedures

Before beginning, a few reminders to ensure a smooth discussion:

- > Today's webinar is being recorded
 - A copy of the recording and presentation slides will be available on NY-Sun's Resources for Contractors page in the "Stakeholder Meeting Updates" section.
- > Members of the public will be muted upon entry

To ask questions:

- > Questions and comments may be submitted in writing through the Q&A feature at any time during the webinar. Questions will be answered at the end of the presentation.



If technical problems arise, please contact
Dylan.Cunningham@nyserda.ny.gov

Agenda

- > Overview
- > Summary of Requirements and Process
- > How to Apply: NY-Sun Salesforce Portal Demo
- > Questions and Answers

Overview

Overview

- > Expanded Solar for All (E-SFA) is a program jointly run by National Grid and NYSERDA to provide community solar and associated guaranteed bill savings to low-income customers participating in National Grid's Energy Affordability Program
- > Phase 1 of E-SFA was approved by the Public Service Commission in January 2022
- > NYSERDA RFP 5037 will competitively select up to 300 MWdc of CDG projects for E-SFA. **The RFP is currently open and will close at 3pm on June 16.**
- > Selected projects will enroll in National Grid's E-SFA Tariff and will be paid monthly compensation directly by National Grid. Project owners will not acquire, manage, interact with, or receive any information regarding the customers (subscribers) participating in E-SFA
- > The credits generated by selected CDG projects will be pooled by National Grid and distributed to participating low-income customers
- > The cost savings from eliminating a project's customer acquisition and management costs should result in a larger share of the project's value stack credits going to customer bills

Summary of Requirements and Process

See RFP for full requirements and process details

Project and applicant eligibility

- > Projects must meet this criteria to apply:
 - CDG project located in National Grid's electric service territory
 - Have a NY-Sun MW Block award, or have submitted a complete NY-Sun MWB application. Projects applying under the forthcoming MWB program expansion are eligible
 - Have made full interconnection upgrade payments (100%)
 - Not yet interconnected and operational; **or** entered commercial operation on or after January 21, 2022 and has not yet allocated any credits to subscribers
 - The entire project (100% of generation) must apply to E-SFA
 - Applications may **only** be submitted by the NY-Sun Participating Contractor associated with the project's NY-Sun MW Block application
 - E-SFA applications **must** have the same NY-Sun Participating Contractor and Payee as the associated NY-Sun MW Block application, and be signed by each

NY-Sun incentives and MTC/CC

- > Projects in E-SFA will keep their NY-Sun MW Block (“base”) incentive, as well as any Community Adder incentive
- > Projects in E-SFA will maintain their Market Transition Credit or Community Credit status
- > Projects in E-SFA will **not** keep their Inclusive Community Solar Adder (ICSA) award
 - Projects with an ICSA may apply to E-SFA. If the project is selected and enrolls in the National Grid E-SFA tariff, the ICSA award will then be cancelled by NYSERDA. If the project is not selected/does not enroll in the E-SFA tariff, then the ICSA award will not be effected
- > **In summary**, include the project’s MW Block incentive, Community Adder, and MTC/CC status in determining your E-SFA bid; but, if the project has an ICSA award **do not** include it in your considerations
 - The E-SFA bidding process also includes the option to apply for additional NY-Sun funding (more details on following slides)

Before submitting E-SFA application

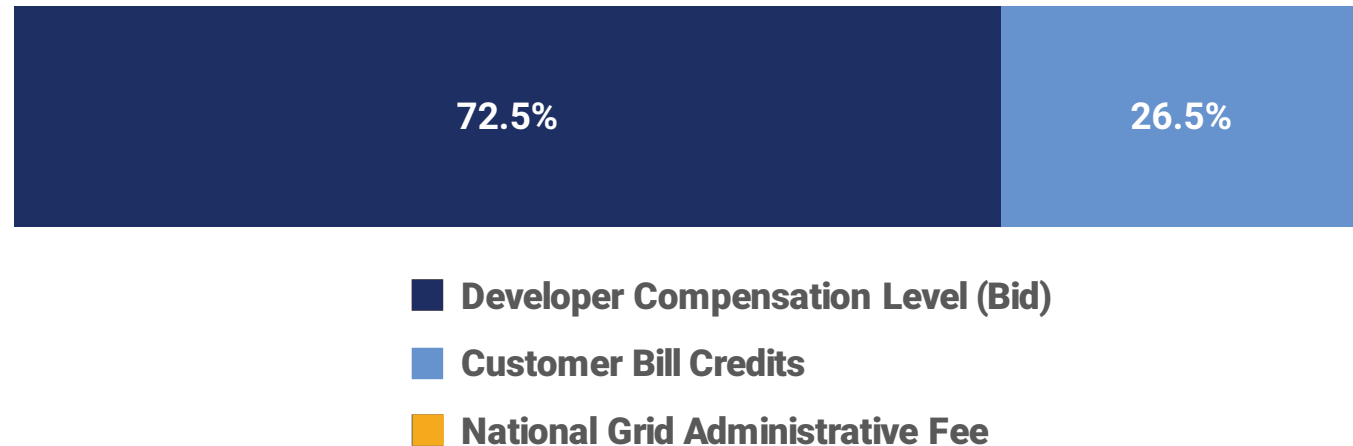
- > Each E-SFA application will be linked to a NY-Sun MW Block application in the NY-Sun Salesforce Portal
- > Before applying for E-SFA, update information for the associated NY-Sun project
 - Upload documentation of 100% interconnection payment (CESIR milestone deliverable) to the project's NY-Sun application in the NY-Sun portal. **E-SFA applications will be ineligible if this is not done!**
- > Projects submitting to the new Commercial/Industrial MW Block are eligible
 - Submit complete NY-Sun MW Block application (including documentation that 100% interconnection payment has been made) once the new C/I block opens, then submit E-SFA application

E-SFA bids

- > Each E-SFA application will provide a bid for compensation representing the percentage (%) of Value Stack compensation the project would retain as payment each month
 - This is referred to as the project's "Compensation Level" in the RFP and National Grid E-SFA tariff
 - For example, a project that bids 72.5% and is selected will, each month, receive payment from National Grid for 72.5% of the monetary value (under the Value Stack) of that month's generation
- > Important: bids must be formatted as the % of Value Stack compensation that will be received **by** the project **from** National Grid, **not** the discount being offered by the project to customers/National Grid
 - Please double check your bids: **there is no way to correct this after the end of the RFP**
- > The maximum bid allowed is 80.0%

Example E-SFA bid

Example Credit Allocation



- > In this example, the developer wishes to receive **72.5%** of its project's Value Stack compensation. **26.5%** of the remaining credits generated by the project would be pooled and distributed to all the customers in National Grid's Energy Affordability Program and **1%** would be retained by National Grid as an Administrative Fee.
- > When entering the Category A or B bid on the E-SFA application, this project would enter **72.5%**.

E-SFA bids

- > Projects that bid less than the maximum 80.0% Compensation Level will be considered **“Category A”** applications
 - Example: Project ABC submits an E-SFA application with a Compensation Level bid of 72.5%.
- > **“Category B”** bids are those at the 80.0% maximum Compensation Level. They may also bid for additional NY-Sun funding, on a \$ per Watt DC basis. If the project is selected for E-SFA, then the additional NY-Sun funding will be awarded for the project’s total capacity and paid at commercial operation
 - Example: Project XYZ submits an E-SFA application with a Compensation Level of 80.0%, and bids an additional \$.04/Watt DC. Project XYZ’s total capacity is 5 MW DC, so if selected it receives an additional \$200,000 incentive award from NYSERDA, which are paid to the project at commercial operation

Other application requirements

- > Each application **must** include an uploaded Disclosure Statement
 - Template available as PDF on [RFP 5037 webpage](#)
- > Each application **must** be signed by both the NY-Sun Participating Contractor and Payee for the association NY-Sun application
 - Use E-signature within NY-Sun Salesforce Portal, or upload signed application as PDF to the Portal

Selection process

- > This solicitation is based on competitive developer bids, rather than an open-enrollment MW Block structure
- > After the RFP closes at 3pm on June 16, the eligible applications received will be ranked
 - Category A applications will be ranked by proposed Compensation Level (lowest to highest)
 - Category B applications will be ranked by requested additional NY-Sun incentive (lowest to highest)
 - All eligible applications in Category A will be selected before any eligible applications in Category B are selected
 - If multiple projects submit the same bid, then rank order among these projects will be set at random
- > Applications will then be selected in rank order until the selected project capacity represents 300 MW DC in total, or a confidential bid maximum is reached

NY-Sun incentive payment process

- > For projects selected under Category A (bid for Compensation Level, no additional NY-Sun incentives sought), the regular NY-Sun MW Block incentive payment process is unchanged
 - When the project has PTO it may invoice for the MW Block commercial operation payment (50% of total MW Block incentive), and then invoice for 25% of the incentive on each of the first two anniversary dates
- > For projects selected under Category B (80.0% Compensation Level, bid for additional NY-Sun incentives), the additional NY-Sun incentives will be paid alongside the regular NY-Sun MW Block incentives
 - When the project has PTO, it may invoice for the MW Block commercial operation payment (50% of total MW Block incentive)
 - After the MW Block commercial operation invoice is approved, the project may invoice for the full additional NY-Sun E-SFA incentive
 - The project will invoice for 25% of the total MW Block incentive on each of the first two anniversary date
- > **Remember:** selected E-SFA projects retain their base MW Block and Community Adder incentives, but must cancel any previous ICSA award

RFP timeline

- > E-SFA RFP opened: May 3, 2022
- > New NY-Sun MW Block incentives open: June 1, 2022 (expected)
- > E-SFA RFP closes: 3pm on June 16, 2022
- > Selection and Award Letters sent: within approximately 45 calendar days
- > Selected projects have 30 days to commence enrollment in E-SFA tariff
 - If any selected projects do not enroll within 30 days, NYSERDA will then offer selection to qualifying application(s) that were not selected during the first round grouped in rank order.

National Grid Project Intake & Payment Process

Step 1

Developer receives selection letter from NYSERDA with link to E-SFA agreement
(will be posted at <https://ngus.force.com/s/ny-incentives-and-programs>)

Step 2

Developer downloads, fills out, and signs E-SFA agreement

Step 3

Developer submits signed agreement and selection letter via "Contact Us" at <https://ngus.tfaforms.net/forms/view/79>

- Topic drop down: "Expanded Solar for All (E-SFA)"
- Include signed agreement and selection letter as attachments

Step 4

National Grid Administrator will request payment setup documents (ACH form, bank letter / voided check, W9) via an encrypted email service

Step 5

Once all documentation is approved, National Grid will notify developer that they are participating in the program. Thereafter, National Grid will remit the E-SFA Project Payment along with remittance advice to the E-SFA CDG Project via Automated Clearing House (ACH) on a monthly basis

National Grid E-SFA Tariff

- > 25 year duration from interconnection (same as conventional CDG)
- > Project receives monthly payment from National Grid, based on the Compensation Level bid in the project's RFP 5037 application
 - Compensation Level is % of total Value Stack (including MTC or CC if applicable) for monthly generation
- > Projects can unenroll in the E-SFA tariff, but must give a minimum of twelve (12) months' notice prior to the beginning of the Program Year

National Grid E-SFA Tariff:

https://ets.dps.ny.gov/ets_web/search/searchSubmissionID.cfm?sub_id=2815379

How to Apply

NY-Sun Salesforce Portal Demo

Questions & Answers

Please use the Q&A feature in WebEx to submit a question.

Thank You

If you have any questions about this presentation, please email communitysolar@nyserda.ny.gov.

Key links:

RFP 5037 Solicitation Page:

https://portal.nyserda.ny.gov/CORE_Solicitation_Detail_Page?SolicitationId=a0r8z0000005hTv

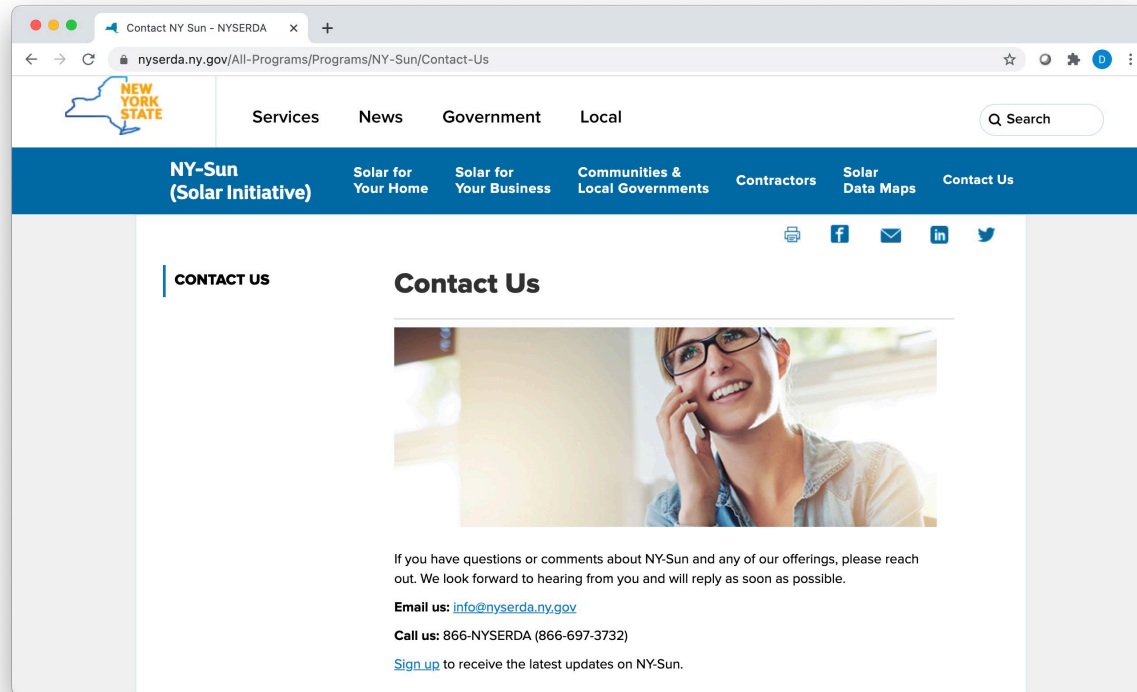
National Grid E-SFA Tariff:

https://ets.dps.ny.gov/ets_web/search/searchSubmissionID.cfm?sub_id=2815379

E-SFA PSC Order (Case 19-E-0735):

<https://documents.dps.ny.gov/public/Common/ViewDoc.aspx?DocRefId={DAB01C5C-53A9-4092-A634-987E26649D3B}>

Sign Up to Receive Emails From NY-Sun



- > Go to nyserda.ny.gov/ny-sun
- > Click **“Contact Us”** in the navigation menu
- > Scroll down the page and click **“Sign up to receive the latest updates on NY-Sun”**
- > Enter your information and be sure to select the lists the interest you under **“Email Lists”**
- > To ensure delivery to your inbox, add solarannouncements@nyserda.ny.gov to your address book (see next slide)

☑ **Affordable Solar (Low-to Moderate-Income):**

Information and updates on programs serving the low-income population to include Affordable Solar and Affordable Solar Predevelopment and Technical Assistance.

Add Our Email to Your Contacts

- > To ensure delivery to your inbox, add solarannouncements@nyserda.ny.gov to your contacts.
- > In Outlook, open an email message from solarannouncements@nyserda.ny.gov then hover over the sender's name with your cursor. Click the **“more options” button** and then the **“add to contacts” button**. Follow the instructions to add the email address to your contacts.
- > In Gmail, open an email message from solarannouncements@nyserda.ny.gov then hover over the sender's name with your cursor. In the pop-up contact details, click the **“add to contacts” icon** to the right of the sender's name.

