

ROUND 9

SREC-BASED FINANCING (SREC-II) PROGRAM RFP OVERVIEW WEBINAR

MAY 14, 2018



An Exelon Company

Jersey Central
Power & Light

A FirstEnergy Company

 Rockland Electric Company

NAVIGANT

Phones have been automatically muted.

Your phone will remain on mute until the end of the call
at which point we will host a live Q&A session.

AGENDA

- RFP Website
- Communications Protocol
- RFP Overview
- Eligibility
- Solicitation Targets
- Bid Application
- Application Submittal Fee
- Transaction Fees
- Developer Caps
- Application Evaluation Process
- Bid Process – Competitiveness
- 8th Round Results
- Award Notifications & Process
- How to Participate
- Application Submission – Online, Attachments
- Target Schedule
- Q&A

RFP WEBSITE

RFP documents and details are located at: www.njsolarprogram.com

The screenshot shows the website for the SREC-II program. At the top, there are logos for Atlantic City Electric, Jersey Central Power & Light, and Rockland Electric Company. Below the logos is a navigation menu with links for HOME, DOCUMENTS, FAQ, PARTICIPATION INFO, PRIOR RESULTS, WEBINAR, APPLICATION DASHBOARD, REGISTER, ABOUT, and CONTACT. The main heading is "RFP Under the SREC-Based Financing SREC-II Program". The main content area features a large heading: "The SREC-II program is designed to purchase SRECs at a competitive, fixed price for ten (10) years". Below this is a "Program Description" section. The description states that Atlantic City Electric Company, Jersey Central Power & Light Company, and Rockland Electric Company periodically issue RFPs to select solar projects. It also mentions that proposals are solicited under three program segments: Segment 1: Residential/Small Commercial, Segment 2: Commercial, and Segment 3: Utility-Scale. On the right side, there is a "RFP UPDATES" section with several entries: "Round 9 is now open" (May 1, 2018), "Round 8 awards have been announced" (April 30, 2018), "Program Updates" (April 11, 2018), "Final Reminder: Bids are due tomorrow, February 14 by 5PM" (February 13, 2018), and "Updated Bid Due Date: February 14, 2018 by 5PM" (January 25, 2018). At the bottom right, there is a "LOGIN" section with a "Username" label and an input field.

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HOME DOCUMENTS FAQ PARTICIPATION INFO PRIOR RESULTS WEBINAR APPLICATION DASHBOARD REGISTER ABOUT CONTACT

RFP Under the SREC-Based Financing SREC-II Program

The SREC-II program is designed to purchase SRECs at a competitive, fixed price for ten (10) years

Program Description

Atlantic City Electric Company, Jersey Central Power & Light Company, and Rockland Electric Company periodically issue RFPs to select solar projects with which to enter into contracts for the purchase of SRECs at fixed price for ten (10) years. If you are ready to install a new Solar PV system, you can participate in this program by responding to the RFPs.

Proposals are solicited under three program segments:

- Segment 1: Residential/Small Commercial** — Net-Metered residential and small commercial PV projects less than or equal to 50 kW
- Segment 2: Commercial** — Net-Metered solar PV projects greater than 50 kW up to 2 MW (Note: 2MW cap is currently lifted, see [RFP Bid Rules](#) for details)
- Segment 3: Utility-Scale** — Grid-supply solar PV projects certified by the BPU as located on closed landfills, brownfields, or areas of historic fill.

RFP UPDATES

Round 9 is now open
May 1, 2018

Round 8 awards have been announced
April 30, 2018

Program Updates
April 11, 2018

Final Reminder: Bids are due tomorrow,
February 14 by 5PM
February 13, 2018

Updated Bid Due Date: February 14, 2018 by
5PM
January 25, 2018

LOGIN

Username

COMMUNICATIONS PROTOCOL

- Navigant is the Solicitation Manager (SM) for this RFP and is responsible for managing all communications related to the RFP.
- You may submit questions to the SM via:
 - RFP Web site: www.njsolarprogram.com and click on 'FAQ'; or
 - E-mail: njsolar@navigant.com
 - Phone: (201) 503-7732

RFP OVERVIEW

- **The RFP is soliciting SRECs from eligible solar photovoltaic facilities at a competitive, fixed price for a ten (10) year term**
 - Atlantic City Electric Company, Jersey Central Power & Light Company, and Rockland Electric Company periodically issue RFPs to select solar PV projects with which to enter into contracts for the purchase of SRECs at fixed price for ten (10) years
 - If you are ready to install a new Solar PV system, you can participate in this program by submitting a bid application
 - Participation details and forms can be found here: <https://njsolarprogram.com/how-to-participate/>

ELIGIBILITY

- **Eligible Projects must:**
 - Be located in the service territories of Atlantic City Electric Company, Jersey Central Power & Light Company, and Rockland Electric Company
 - Be either residential or non-residential projects
 - Be installed on the customer side of the electric meter, and agree to a net metering arrangement with the utility
 - Be equipped with a generation meter to measure SREC production
 - **Fit within one of the following three (3) segments:**
 - **Segment 1:** Net-metered residential and small commercial solar PV Projects less than or equal to 50 kW (Set-Aside and “Aspirational”)
 - **Segment 2:** Net-metered Projects greater than 50 kW
 - **Segment 3:** Grid-supply solar PV Projects conditionally certified or fully certified by the BPU as located on closed landfills, brownfields or areas of historic fill
- **Ineligible Projects include those:**
 - Funded or scheduled to be funded by the Customer On-Site Renewable Energy (CORE) rebate program from 2001-2008
 - Already interconnected to the grid

SOLICITATION TARGETS

47 MW of new solar PV projects is targeted for Round 9

- Below is the breakdown by segment and EDC
- The Project size limit has been lifted for Segment 2 – Developers may bid solar PV Projects up to the target quantity for each EDC but must remain below the aggregate Developer Cap

Segment	Target Quantity (kWdc)		
	JCPL	ACE	RECO
Segment 1 - Residential/Commercial Set-Aside	1,940	978	200
Segment 1 - Residential/Commercial Aspirational	578	256	800
Segment 2 – Res/Commercial	21,026	16,420	1,050
Segment 3 - Landfill/Brownfield/Historic Fill	0	2,300	1,500

DEVELOPER CAPS – ACE & JCP&L ONLY

EDC	Segment	Planned (kW DC)	Developer Cap (kW DC)
JCP&L	1	7,800	1,560
	2	39,000	7,800
ACE	1	4,450	890
	2	17,250	3,450

- Developer Caps are applicable to ACE and JCP&L bids only – there are none applicable to RECO (except for affiliates of RECO)
- Developers are limited to no more than 20% of capacity of the program from all solicitations in Segments 1 & 2
 - No Developer Caps are applicable to Segment 3
- For Segment 1 only, if the program is oversubscribed (bids received exceed the capacity target), then a bidder may be limited to no more than 20% of the capacity awarded in the current Round

BID APPLICATION

To participate, you must submit a separate bid application for each project. The application is available on the njsolarprogram.com website.

- **Request an SRP Number:** Register with the **NJ SREC Registration Program** to obtain an SRP number. You must have this number to participate in the SREC-II program. Visit <https://njcepsolar.programprocessing.com/>
- **Complete a Bid Application** with required attachments via the Application Dashboard located at <https://njsolarprogram.com/app-dash/>
- **Develop your price bid.** Since this is a 10-year, fixed price contract, the current SREC spot market price does not reflect a bid price that would be competitive.
- **Pay the application submittal fee** using the online payment portal located at <https://njsolarprogram.com/application-fee/> (see next page for details)
- **Submit your Application:** Complete your online Bid Application before **June 29 by 5PM Eastern Prevailing Time (EPT)**

APPLICATION SUBMITTAL FEE

- Prior to submitting your application, you must pay an application submittal fee using the online payment portal located at <https://njsolarprogram.com/application-fee/>

Segment	Application Fee		
	JCP&L	ACE	RECO
Segment 1	\$25	\$25	\$150
Segment 2	\$50	\$50	\$150
Segment 3	\$150	\$150	\$150

- After you pay, you will receive an email with a confirmation number. This number must be included in your application

TRANSACTION FEES

The SREC price you will be paid under the agreement will be net of the following fees:

EDC	Fees (\$/SREC)		
	Administrative Fee	Transaction Fee	Total Fees
ACE	\$17.07	\$22.59	\$39.66
JCP&L	\$17.00	\$31.21	\$48.21
RECO	\$30.00	\$39.11	\$69.11

EDC	Example (\$/SREC)		
	Bid Price	Total Fees	Net Price
ACE	\$145	\$39.66	\$105.34
JCP&L	\$145	\$48.21	\$96.79
RECO	\$145	\$69.11	\$75.89

*The \$145/SREC example price was used for illustrative purposes only.

APPLICATION EVALUATION PROCESS

The SM evaluates applications as follows:

1. Review applications for completeness
2. Reject ineligible proposals, and incomplete proposals that have not addressed a noted deficiency
3. Rank bid prices from low to high
4. Apply Appropriate Developer Caps for each segment
5. Conduct analysis to determine competitiveness of pricing
6. Present confidential preliminary findings and recommendations to the EDCs, BPU Staff and Rate Counsel for input
7. Receive input from the EDCs, BPU Staff and Rate Counsel
8. Submit confidential findings and recommendations to the BPU for their consideration

BID PRICES – COMPETITIVENESS

Bidders should offer as competitive a price as possible (lowest possible price) in order to maximize your chances for selection

- Only bids that are found to be competitive will be awarded
- Current SREC spot market prices are not an indication of a competitive price for a long-term 10-year fixed price contract
- When developing your pricing bids please consider:
 - The contract is essentially a fixed price contract for a 10-year period
 - Over time, the SACP prices for the SREC program decline
 - It is typical in markets for long-term fixed price contracts to be priced below spot market prices

8TH ROUND RESULTS

Segment 1. Residential and Small Commercial (50 kW and below):

- 4 bids were received, totaling 53.41 kW
- 4 bids were rejected because the pricing was found not be competitive

Segment 2. Residential & Small Commercial (Greater than 50 kW):

- 9 bids were received, totaling 8,823.98 kW
- 9 bid awards were made, totaling 8,823.98 kW
- The average accepted price per SREC in Segment 2 was \$158.03

Segment 3. Subsection t. Landfills, Brownfields, or Areas of Historic Fill (Up to 5.2 MW):

- No bids were received in this round.

AWARD NOTIFICATIONS

- Final awards are determined by the BPU and memorialized in a Board Order that is issued shortly after the Board meeting
- For Round 9, we anticipate that the BPU will review and finalize awards during the BPU's August 29th, 2018 Board meeting.
- The SM will notify successful and unsuccessful bidders of the status of their bid after this date
- To secure their award, Bidders **must** submit a cash deposit no later than 14 days after the Board Order approving the awards
 - The cash deposit is **\$75 per kWdc bid**
 - The minimum cash deposit per project is \$500 and the maximum is \$20,000
- SREC-PSAs will be executed about 45 days after the date of the Board Order

HOW TO PARTICIPATE

To participate in this Solicitation Round, please:

- Review the [RFP Bid Rules](#)
- Register your eligible solar PV projects with the SREC Registration Program ([Registration Instructions](#))
- Complete a [Bid Application](#) for each project you intend to submit
- Pay the [Application Fee\(s\) Online](#)
- Submit your Bid Application via the online portal by ***no later than 5:00 PM EPT on June 29, 2018***

If you have any questions on participating in the RFP process, you may e-mail us at njsolar@navigant.com or call us at (201) 503-7732

ONLINE APPLICATION SUBMISSION

- As of Round 8, bids are now accepted via the online application dashboard only
- In order to access the application dashboard, please click on the 'Register' tab on the RFP website (njsolarprogram.com) and submit the form for your company
 - An e-mail will be sent to the registered e-mail address to confirm your account
 - Upon clicking the confirmation link, your account will become active
- Then proceed to the Application Dashboard and log-in:

The screenshot shows the 'Application Dashboard' for the NJ SREC-II Program. The navigation bar includes links for HOME, DOCUMENTS, FAQ, PARTICIPATION INFO, PRIOR RESULTS, WEBINAR, APPLICATION DASHBOARD (highlighted), REGISTER, ABOUT, and CONTACT. The main content area is titled 'Application Dashboard' and contains three main sections: 'Submit a new Application:', 'Action(s) Required:', and 'Applications Submitted:'. Each section has a corresponding link. On the right side, there is a 'RFP UPDATES' section with several announcements, including 'Round 9 is now open' and 'Round 8 awards have been announced'. Three callout boxes on the left point to specific elements: 'Click here to enter a new bid' points to the 'Submit a new Application:' section; 'Applications that are deficient and need editing will appear here' points to the 'Action(s) Required:' section; and 'All previously submitted applications will appear here' points to the 'Applications Submitted:' section. An arrow from the text 'Then proceed to the Application Dashboard and log-in:' points to the 'APPLICATION DASHBOARD' link in the navigation bar.

Click here to enter a new bid

Applications that are deficient and need editing will appear here

All previously submitted applications will appear here

BID APPLICATION FORM

ACE - Round 9 Bid Application
Application to participate in the 9th Round of the NJ SREC-II Based Financing Program on behalf of Atlantic City Electric.

Step 1 of 9

11%

Section 1. Project Information
Please fill out the requested project specific information below.

NJCEP Application Number *
Provide the NJCEP Application Number is the application number assigned to the Project under the Initial Application process of the SREC Registration Program ("SRP").

Application Fee Confirmation Number *
The Application Fee Confirmation Number is provided after the Application Fee payment has been submitted via the online payment portal located at (<https://njsolarprogram.com/application-fee/>)

Name of Project *
Provide a unique project name

Description of equipment *
Specify type, size and model of panels and inverters.

[Save and Continue Later](#)

ATTACHMENTS TO THE BID APPLICATION FORM

- **Required – All Applications:**
 - SRP Acceptance Letter (From SRP Administrator)
 - SRP Application Materials (As submitted to the SREC Registration Program)
 - Customer Acknowledgement (Available in the [Documents](#) section)
- **Required if the Host and Customer are Different Entities:**
 - Appendix C to the SREC PSA (Available in the [Documents](#) section)
- **Required for Segment 3 Projects (to be prepared by Bidder):**
 - An affidavit with their solicitation Bid Application attesting that all remediation unrelated to the installation or operation of the solar facility has been completed and that no portion of the SREC price bid is attributable to remediation unrelated to the solar facility
 - Segment 3 Proponents shall also provide the SM with an itemization of costs related to the “additional cost of constructing and operating a solar electric power generation facility on a brownfield, on an area of historic fill, or on a properly closed sanitary landfill

***The online Bid Application form submittal
will request that you upload these attachments, as applicable***

ADDITIONAL INSTRUCTIONS

- If you submit an application prior to the deadline, but then need to edit the application – please e-mail us at njsolar@navigant.com
 - We will return the noted applications to you for further editing
 - Returned applications will appear under the “Action(s) Required” section of the Application Dashboard
 - Please complete your edits and click on “Submit” – you must do this by the Bid Due Date
- The Solicitation Manager will review applications on a rolling-basis for completeness during the pendency of the RFP process
- Applications with noted deficiencies will be returned for correction by no later than the cure deficiency deadline of July 9, 2018
 - Pricing may not be modified after the Bid Due Date
- In this Round, we expect to address any deficiencies well prior to the Bid Due date to eliminate delays in the overall process – we encourage bidders to submit their applications as early as possible for our review

TARGET SCHEDULE

Date	Action
May 1, 2018	Release of RFP
May 14, 2018	Optional RFP Overview Webinar (11:00 AM EPT)
June 29, 2018	Bid Application due (5:00 PM EPT)
July 9 - 13, 2018	SM reviews preliminary recommendations with BPU Staff, EDCs and Rate Counsel for input
July 27, 2018	Deadline for any opportunity for input – SM develops final recommendations to the Board
August 3, 2018	SM submits recommendations to Board
August 29, 2018 BPU meeting	Board Meeting and Written Order
1 business day after the BPU meeting	Final Awards Announced
45 days following BPU meeting	Execute SREC PSAs with Awardees

Phones are now being unmuted for your questions.

You may also submit questions to us via the chat function.

**SOLICITATION MANAGER, NAVIGANT
CONSULTING, INC.**

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SPEAKERS ON TODAY'S WEBINAR:

DIA DEAN KOUJAK

DIRECTOR, NAVIGANT

DISCLAIMER

Important Notice

Any statements in this Webinar presentation describing or referring to RFP-related documents and agreements are summaries only, and are qualified in their entirety by reference to such RFP-related documents and agreements as provided in the following:

- SREC-II Program RFP
- Attachment A: Purchase & Sale Agreement (PSA)