PUBLIC UTILITIES COMMISSION
505 Van Ness Avenue
San Francisco CA 94102-3298

East Bay Community Energy
ELC (Corp ID201)
Status of Advice Letter 41E
As of April 11, 2023

Subject: DAC-GT/CSGT Implementation of CES 3.0 and Updated Versions that Follow

Division Assigned: Energy

Date Filed: 02-22-2023

Date to Calendar: 03-03-2023

Authorizing Documents: E-5212

Authorizing Documents: E-4999

Disposition:	**Accepted**
Effective Date:	**03-22-2023**

Resolution Required: No

Resolution Number: None

Commission Meeting Date: None

CPUC Contact Information:

edtariffunit@cpuc.ca.gov

AL Certificate Contact Information:

Feby Boediarto
510-650-7582
fboediarto@ebce.org

STATE OF CALIFORNIA **GAVIN NEWSOM,** *Governor*

PUBLIC UTILITIES COMMISSION
505 Van Ness Avenue
San Francisco CA 94102-3298

To: Energy Company Filing Advice Letter

From: Energy Division PAL Coordinator

Subject: Your Advice Letter Filing

The Energy Division of the California Public Utilities Commission has processed your recent Advice Letter (AL) filing and is returning an AL status certificate for your records.

The AL status certificate indicates:

Advice Letter Number
Name of Filer
CPUC Corporate ID number of Filer
Subject of Filing
Date Filed
Disposition of Filing (Accepted, Rejected, Withdrawn, etc.)
Effective Date of Filing
Other Miscellaneous Information (e.g., Resolution, if applicable, etc.)

The Energy Division has made no changes to your copy of the Advice Letter Filing; please review your Advice Letter Filing with the information contained in the AL status certificate, and update your Advice Letter and tariff records accordingly.

All inquiries to the California Public Utilities Commission on the status of your Advice Letter Filing will be answered by Energy Division staff based on the information contained in the Energy Division's PAL database from which the AL status certificate is generated. If you have any questions on this matter please contact the:

Energy Division's Tariff Unit by e-mail to
edtariffunit@cpuc.ca.gov

February 22, 2023

Advice No. 41-E
(East Bay Community Energy ID 201)

California Public Utilities Commission
Energy Division
Attention: Tariff Unit
505 Van Ness Avenue, 4th Floor
San Francisco, CA 94102-3298

SUBJECT: EBCE's Disadvantaged Communities Green Tariff Program and Community Solar Green Tariff Program Implementation of CalEnviroScreen 3.0 and Updated Versions that Follow

In compliance with California Public Utilities Commission's ("Commission") Resolution E-5212[1], East Bay Community Energy ("EBCE") respectfully submits this Tier 2 Advice Letter ("AL"), which details the following changes to its Disadvantaged Communities Green Tariff Program ("DAC-GT") and Community Solar Green Tariff Program ("CSGT") tariffs. The revised tariffs are attached hereto as Attachment A. According to Resolution E-5212, program administrators must update its solicitation protocols and marketing plans to reflect the latest eligibility rules. These changes can be found in Attachment B – Attachment F.

PURPOSE

Pursuant to Resolution E-5212, EBCE submits this AL to update its Electric Schedule Disadvantaged Communities Green Tariff ("DAC-GT Tariff"), and Electric Schedule Community Solar Green Tariff ("CSGT Tariff") to reflect the California Communities Environmental Health Screening Tool's ("CalEnviroScreen" or "CES") 3.0 and 4.0 version thresholds.

BACKGROUND

On June 21, 2018, the Commission issued D.18-06-027 ("Decision") adopting three new programs to promote the installation of renewable generation among residential customers in DACs,[2] as directed by the California Legislature in Assembly Bill (AB) 327 (Perea), Stats. 2013, ch 611.

[1] Resolution E-5212 Ordering Paragraph ("OP") 4.

[2] DACs are defined under D.18-06-027 as communities that are identified in the CalEnviroScreen 3.0 as among the top 25 percent of census tracts statewide, plus the census tracts in the highest five percent of CalEnviroScreen's Pollution Burden that do not have an overall CalEnviroScreen score because of unreliable socioeconomic or health data. Program eligibility is subject to be updated based on the latest version of CalEnviroScreen (pages 38-39).

Pursuant to the Decision, Community Choice Aggregators ("CCAs") may develop and implement their own DAC-GT and CSGT programs.[3] CCA programs must abide by all DAC-GT or CSGT rules and requirements adopted in the Decision.[4] The Decision provides that CCAs must file a Tier 3 advice letter to implement the CCA DAC-GT and CSGT programs and allows CCAs to combine DAC-GT and CSGT proposals into one Tier 3 advice letter.[5] Resolution E-4999 further stipulates that such advice letters must be filed on or before January 1, 2021 or the capacity allocated to the CCA will be reverted to an IOU or another CCA.[6]

EBCE filed its Tier 3 Advice Letter 14-E on September 11, 2020, to create DAC-GT and CSGT programs consistent with all provisions in D.18-06-027, D.18-10-007,[7] Resolution E-4999, as well as guidance received from the Commission's Energy Division. Subsequently, the Commission issued Resolution E-5124 on April 16, 2021, and approve EBCE's DAC-GT and CSGT program Advice Letter.

On April 12, 2022, EBCE filed a Petition for Modification (PFM) requesting that the Commission modify Resolution E-4999 to allow EBCE to use CES 3.0 and 4.0 versions when siting projects and identifying enrollment eligibility. Prior to the PFM, program administers adopted the latest CES scores in a Tier 1 advice letter filing.[8] This change posed significant challenges to EBCE's procurement team as siting for several potential projects were no longer eligible under the 3.0 version, causing program implementation delays.

On October 6, 2022, the Commission issued Resolution E-5212 approving EBCE's PFM of Resolution E-4999. The Resolution permits the use of the CES version in place when the program administrator's plan was approved by the Commission. Therefore, EBCE will use both CES 3.0 and 4.0 versions in its DAC-GT and CSGT programs.

SUMMARY OF TARIFF CHANGES

1. ELECTRIC SCHEDULE CS-GT COMMUNITY SOLAR GREEN TARIFF PROGRAM

a. CES Changes

In compliance with Resolution E-5212, EBCE updates the tariff language by noting that "DACs are defined as communities that are identified in CalEnviroScreen's 3.0 and updated versions that follow as among the top 25% of census tracts statewide" in the Applicability section.

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[3] D.18-06-027 at page 104, OP 17. The third program established by the Decision is the DAC-Single-family Affordable Solar Housing program which is to be managed by a statewide program administrator.

[4] *Id.* at page 104, OP 17.

[5] *Id.* at page 56, FN 36.

[6] Resolution E-4999 at page 54, Findings and Conclusions 19.

[7] D.18-10-007 issued on October 18, 2018, corrected and clarified certain matters in the D.18-06-027 including application of the DAC-GT and CSGT customer bill discount and the definition of "5 miles" with regard to maximum distance between CSGT facilities and subscribing customers.

[8] EBCE advice letter 30-E filed effective November 12, 2021.

2. ELECTRIC SCHEDULE DAC-GT DISADVANTAGED COMMUNITIES GREEN TARIFF PROGRAM

a. CES Changes

In compliance with Resolution E-5212, EBCE updates the tariff language by noting that "DACs are defined as communities that are identified in CalEnviroScreen's 3.0 and updated versions that follow as among the top 25% of census tracts statewide" in the Applicability section.

ATTACHMENTS

This AL contains the following attachments to implement the changes described above:

Attachment A: CSGT Tariff Sheet and DAC-GT Tariff Sheet (Redline)
Attachment B: CSGT Tariff Sheet and DAC-GT Tariff Sheet (Clean)
Attachment C: ME&O Plan (Redline)
Attachment D: ME&O Plan (Clean)
Attachment E: Solicitation Protocol (Redline)
Attachment F: Solicitation Protocol (Clean)

CONCLUSION

EBCE respectfully requests the Commission approve the modifications to its DAC-GT and CSGT tariff sheets as described herein.

TIER DESIGNATION

Pursuant to General Order (GO) 96-B, Energy Industry Rule 5.1, this advice letter is submitted with a Tier 2 designation.

EFFECTIVE DATE

EBCE requests that this Tier 2 Advice Letter become effective in less than 30 days of submission pursuant to G.O. 96-B, Industry Rule 7.5.2.

NOTICE

In accordance with General Rule 4 of GO 96-B, EBCE is serving copies of this AL to the interested parties shown on the R. 14-07-002 and A. 16-07-015 service lists. For changes to these service lists, please contact the Commission's Process Office at (415) 703-2021 or by electronic mail at Process_Office@cpuc.ca.gov.

Pursuant to the March 20, 2020 order from Executive Director waiving the hard copy filing requirements for the AL pursuant to GO 96-B Rule 1.3, EBCE will not be filing a hard copy of this AL.

PROTESTS

Anyone wishing to protest this AL may do so by letter via U.S. Mail, facsimile, or electronically, any of which must be received by the Energy Division and EBCE no later than 20 days after the date of this AL. Protests should be submitted to:

CPUC, Energy Division
Attention: Tariff Unit
505 Van Ness Avenue
San Francisco, CA 94102
Email: EDTariffUnit@cpuc.ca.gov

In addition, protests and all other correspondence regarding this AL should be sent by letter or transmitted electronically to the attention of:

Feby Boediarto
Regulatory Analyst
East Bay Community Energy
1999 Harrison Street, Suite 800
Oakland, CA 94612
510-650-7582
Email: fboediarto@ebce.org

There are no restrictions on who may file a protest, but the protest shall set forth specifically the grounds upon which it is based and shall be submitted expeditiously.

CORRESPONDENCE

For questions, please contact Feby Boediarto at (510) 650-7582 or by electronic mail.

/s/ Feby Boediarto

Feby Boediarto
Regulatory Analyst
East Bay Community Energy
1999 Harrison Street, Suite 800
Oakland, CA 94612
510-650-7582
Email: fboediarto@ebce.org

February 22, 2023

cc:
Service List R. 14-07-002
Service List A. 16-07-015
joshua.Litwin@cpuc.ca.gov
EDTariffUnit@cpuc.ca.gov
EnergyDivisionCentralFiles@cpuc.ca.gov



California Public Utilities Commission

ADVICE LETTER SUMMARY

ENERGY UTILITY

MUST BE COMPLETED BY UTILITY (Attach additional pages as needed)

Company name/CPUC Utility No.: **East Bay Community Energy/ #201**

Utility type:
☑ ELC ☐ GAS ☐ WATER
☐ PLC ☐ HEAT

Contact Person: **Feby Boediarto**
Phone #: **510-650-7582**
E-mail: **fboediarto@ebce.org**
E-mail Disposition Notice to: **fboediarto@ebce.org**

EXPLANATION OF UTILITY TYPE
ELC = Electric GAS = Gas WATER = Water
PLC = Pipeline HEAT = Heat

(Date Submitted / Received Stamp by CPUC)

Advice Letter (AL) #: **41-E** Tier Designation: **2**

Subject of AL: **EBCE's Disadvantaged Communities Green Tariff Program and Community Solar Green Tariff Program Implementation of CalEnviroScreen 3.0 and Updated Versions that Follow**

Keywords (choose from CPUC listing):

AL Type: ☐ Monthly ☐ Quarterly ☐ Annual ☑ One-Time ☐ Other:

If AL submitted in compliance with a Commission order, indicate relevant Decision/Resolution #:
E-5212, E-4999

Does AL replace a withdrawn or rejected AL? If so, identify the prior AL: **N/A**

Summarize differences between the AL and the prior withdrawn or rejected AL: **N/A**

Confidential treatment requested? ☐ Yes ☑ No

If yes, specification of confidential information:
Confidential information will be made available to appropriate parties who execute a nondisclosure agreement. Name and contact information to request nondisclosure agreement/ access to confidential information:

Resolution required? ☐ Yes ☑ No

Requested effective date: **3/22/23** No. of tariff sheets: **8**

Estimated system annual revenue effect (%): **N/A**

Estimated system average rate effect (%): **N/A**

When rates are affected by AL, include attachment in AL showing average rate effects on customer classes (residential, small commercial, large C/I, agricultural, lighting).

Tariff schedules affected: **Electric Schedule CS-GT, Community Solar Green Tariff Program and DAC-GT, Disadvantaged Communities Green Tariff Program**

Service affected and changes proposed[1]:

Pending advice letters that revise the same tariff sheets:

[1]Discuss in AL if more space is needed.

Clear Form

Protests and all other correspondence regarding this AL are due no later than 20 days after the date of this submittal, unless otherwise authorized by the Commission, and shall be sent to:

CPUC, Energy Division
Attention: Tariff Unit
505 Van Ness Avenue
San Francisco, CA 94102
Email: EDTariffUnit@cpuc.ca.gov

Name: **Feby Boediarto**
Title: **Regulatory Analyst**
Utility Name: **East Bay Community Energy**
Address: **1999 Harrison Street, #800**
City: **Oakland**
State: California Zip: **94612**
Telephone (xxx) xxx-xxxx: **510-650-7582**
Facsimile (xxx) xxx-xxxx:
Email: **fboediarto@ebce.org**

Name:
Title:
Utility Name:
Address:
City:
State: District of Columbia Zip:
Telephone (xxx) xxx-xxxx:
Facsimile (xxx) xxx-xxxx:
Email:

Clear Form

ENERGY Advice Letter Keywords

Affiliate	Direct Access	Preliminary Statement
Agreements	Disconnect Service	Procurement
Agriculture	ECAC / Energy Cost Adjustment	Qualifying Facility
Avoided Cost	EOR / Enhanced Oil Recovery	Rebates
Balancing Account	Energy Charge	Refunds
Baseline	Energy Efficiency	Reliability
Bilingual	Establish Service	Re-MAT/Bio-MAT
Billings	Expand Service Area	Revenue Allocation
Bioenergy	Forms	Rule 21
Brokerage Fees	Franchise Fee / User Tax	Rules
CARE	G.O. 131-D	Section 851
CPUC Reimbursement Fee	GRC / General Rate Case	Self Generation
Capacity	Hazardous Waste	Service Area Map
Cogeneration	Increase Rates	Service Outage
Compliance	Interruptible Service	Solar
Conditions of Service	Interutility Transportation	Standby Service
Connection	LIEE / Low-Income Energy Efficiency	Storage
Conservation	LIRA / Low-Income Ratepayer Assistance	Street Lights
Consolidate Tariffs	Late Payment Charge	Surcharges
Contracts	Line Extensions	Tariffs
Core	Memorandum Account	Taxes
Credit	Metered Energy Efficiency	Text Changes
Curtailable Service	Metering	Transformer
Customer Charge	Mobile Home Parks	Transition Cost
Customer Owned Generation	Name Change	Transmission Lines
Decrease Rates	Non-Core	Transportation Electrification
Demand Charge	Non-firm Service Contracts	Transportation Rates
Demand Side Fund	Nuclear	Undergrounding
Demand Side Management	Oil Pipelines	Voltage Discount
Demand Side Response	PBR / Performance Based Ratemaking	Wind Power
Deposits	Portfolio	Withdrawal of Service
Depreciation	Power Lines	

Clear Form

APPENDIX A

CSGT Tariff Sheet and DAC-GT Tariff Sheet (Redline)

Electric Schedule CS-GT, *Community Solar Green Tariff Program* and DAC-GT, *Disadvantaged Communities Green Tariff Program*

Proposed by East Bay Community Energy



ELECTRIC SCHEDULE CS-GT

COMMUNITY SOLAR GREEN TARIFF PROGRAM

1. APPLICABILITY

The Community Solar Green Tariff ("CS-GT") is a voluntary rate supplement to the customer's otherwise applicable rate schedule ("OAS") under which eligible customers have their electricity usage met with up to 100% solar energy produced by a local community solar project while also receiving a 20% discount on their OAS.

a. Residential Customer Eligibility

To enroll under the rate, a customer must meet the following eligibility requirements:

- Customer must receive its electric generation service from EBCE;
- Customer must be on a residential rate, except for the project sponsor;
- Customer must be a low-income customer, defined as meeting the income qualifications for either the California Alternate Rates for Energy ("CARE") or Family Electric Rate Assistance ("FERA") programs, or customer must wait to enroll until at least fifty percent of the project's capacity is utilized by low-income customers;
- Customer's service address must be located in a disadvantaged community ("DAC"). DACs are defined as communities that are identified in ~~the latest version of the~~ CalEnviroScreen's 3.0 and updated versions that follow ~~tool~~ as among the top 25% of census tracts statewide, plus the census tracts in the highest five percent of CalEnviroScreen's Pollution Burden that do not have an overall CalEnviroScreen score because of unreliable socioeconomic or health data. In the event that the CalEnviroScreen tool is updated, enrolled customers will retain their eligibility even if their census tract is no longer considered an eligible DAC as defined above. This grandfathered eligibility will apply to both existing subscribers and customers not previously subscribed to the project in that same DAC, to ensure that the project's output can be fully subscribed by customers whose census tract is within 5-miles of the project.
- The solar generation project to which a customer subscribes must be located within five miles of the participating customer's census tract.

Service accounts enrolled under the following programs and services are ineligible to enroll under the CS-GT rate:

- IOU bundled service;
- Standby service;

- Net energy metering ("NEM") rates;
- Non-metered service;
- Direct access; and
- Customers enrolled in EBCE's Disadvantaged Communities Green Tariff ("DAC-GT") rate schedule

Master-metered customers may participate in the CS-GT program as long as the master-metered account holder enrolls all usage under the master-metered account in the program. Individual tenants of a master-meter customer are not eligible to participate on an individual basis. Master-metered customers must also meet all other eligibility requirements.

Eligibility of customers is verified at the level of the Service Agreement ID ("SA ID").

b. Sponsor Eligibility

A non-profit community-based organization ("CBO"), a local government entity, or a school may "sponsor" a community solar project on behalf of residents and in doing so also receive a 20% discount on eligible SA IDs. To "sponsor" a community solar project, the eligible organization must first demonstrate its community involvement. The sponsor's role is to work with the project developer to encourage program participation in its community.

To receive the 20% discount on eligible SA IDs as described below, the sponsor must fulfill the following requirements:

1. The sponsor must be an EBCE electric customer;
2. The sponsor must take service on the Community Solar Green Tariff;
3. The sponsor must be located within a disadvantaged community and within five miles of the solar project; [46] and
4. The sponsor must meet all other eligibility requirements of any participating customer as described in the section on CS-GT customer eligibility above, including ensuring that its rate schedule is not ineligible.

A sponsor that does not fulfill each of the requirements above may still become a project sponsor; however, they are not eligible to receive the 20% discount.

There may be more than one sponsoring entity supporting a single community solar project. Multiple sponsors may share the 20% discount as long as all sponsors meet the eligibility

[46] D.18-06-027 at p. 78

requirements outlined above. A sponsor may also be (although is not required to be) a site host.[47]

2. ENROLLMENT TERMS

a. Residential Customer Eligibility

Enrollment of customers under Schedule CS-GT occurs at the level of the SA ID. Customer enrollment is capped at a maximum of 2 MW solar equivalent per SA ID. This limitation does not apply to a federal, state, or local government, school or school district, county office of education, the California Community Colleges, the California State University, or the University of California.

Customers subscribe to a percentage of their community solar project's capacity based on their previous 12-month average monthly usage.[48] This percentage allocation is set at the time of customer subscription but may be revisited periodically to ensure accurate allocations of project capacity. Customers cannot be subscribed to more than one community solar project site at any time.

Eligible low-income customers may enroll under the rate on a first-come, first-served basis. Once 50% of project capacity is subscribed by low-income customers, non-low-income qualified customers located in DACs will become eligible for enrollment on a first-come, first-served basis until customer subscriptions reach EBCE's CS-GT program cap. Once EBCE reaches its program cap, a waitlist will be maintained for new subscriptions. When program capacity becomes available, EBCE will continue enrolling eligible customers either from the waitlist (if applicable), or on a first-come, first-served basis up to the program cap. Non-low-income customers can be recruited before the 50% subscription requirement for low-income customers is met. However, the non-low-income customers will be placed on a waitlist until 50% of the project capacity is subscribed by low-income customers. If the low-income subscription rate drops below 50% over the life of the project, existing non-low-income customers are not required to go back on a waitlist. However, new enrollments of non-low-income program participants will be barred until the 50% low-income threshold is met again. During this time, new enrollments of non-low-income participants will be put on a waitlist.

Upon request and confirmation, the customer will be placed on the CS-GT rate on the first day of the next billing cycle where the billing cycle start date occurs at least five (5) business days

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[47] For the purposes of this program, the concept of a "host" only refers to a customer site where the project is located. The community solar project must be located in-front-of-the meter, even if located at a customer host site. Accordingly, all concepts and rules of an in-front-of-the-meter program continue to apply.

[48] If previous 12-month historical usage is not available, the average monthly usage will be derived from as many months as available. For customers establishing new service, the class average monthly usage will be used.

after the date of the customer's determined eligibility for enrollment. A customer request that is received within five (5) business days of the customer's next billing cycle may result in the customer being placed on the CS-GT rate in the following billing cycle.

A participating customer can remain on the CS-GT rate for the duration of the solar project's contract term, or up to 20 years, whichever is less. There is no contract required when enrolling in the DAC-GT program. Customers may enroll for any number of months, and there is no enrollment or cancellation fee. Cancellation of a customer's participation will become effective on the next meter read date after a cancellation request is made; cancellations made within five (5) business days of the next meter read date may not be changed for an additional billing cycle. Customer participation in the program automatically terminates should the PPA between EBCE and the developer for the CS-GT facility to which the customer is subscribed be terminated or the delivery term ends.

A customer's service under this schedule is portable within EBCE's electric service area as long as the customer continues to live in a DAC as defined under the program and continues to meet all other eligibility requirements (including the locational requirement). If the customer is found to still be eligible, EBCE will add the customer to the program if capacity allows or add them to the end of the wait list. EBCE will review the waitlist on a monthly basis and add customers as capacity allows.

b. Sponsor Enrollment

A sponsor of a CS-GT project is subject to the same enrollment rules and requirements as described above for residential customers with one modification. A sponsor's subscription allocation is limited to a maximum of 25% of the project's energy output, not to exceed the sponsor's energy needs. The same principle applies if multiple sponsors share the 20% discount. If two or more sponsors are designated, the sponsors will need to inform EBCE in writing how the "discountable usage" is to be allocated between them.

3. RATES

a. Residential Customer Rates

A customer taking service on this rate schedule will receive a 20% discount on the electric portion of their bill compared to their OAS. The discount applies as long as the customer is enrolled under the programs and complies with all of the eligibility and enrollment terms.

For a low-income customer enrolled in the CARE or FERA program, the OAS is the customer's existing CARE or FERA rate. Accordingly, the 20% discount for low-income customers will be applied to low-income customer bills after the CARE/FERA discount has been applied.

For a customer who is not enrolled in CARE or FERA programs, the OAS is the customer's existing rate schedule before program enrollment. Residential customer SA IDs that are already

enrolled in EBCE's 100% renewable energy generation service option (i.e., EBCE's "Renewable 100" rate) when enrolling under the programs will be defaulted to EBCE's base rate (i.e., EBCE's "Bright Choice" rate) for the purposes of calculating the 20% discount. In other words, EBCE's Bright Choice rate becomes the de-facto product for rate purposes for residential customers who are not on the CARE or FERA rate.

b. Sponsor Rates

A CS-GT project sponsor who meets all of the eligibility requirements outlined above receives a 20% bill discount on its enrolled account. The sponsor bill discount will be calculated based on the same methodology as described above for residential program participants with one modification. The sponsor bill discount is only applied to a sponsor's subscription allocation, *i.e.* limited to a maximum of 25% of the project's energy output, not to exceed the sponsor's energy needs under the enrolled SA ID. The discount applies as long as sponsors are enrolled under the programs and they comply with all the sponsor eligibility and enrollment terms described above.

If two or more sponsors are designated, both sponsors must inform EBCE in writing of how the "discountable usage", capped at 25% of the project's energy output is to be allocated among them. EBCE will then calculate the applicable discount to each sponsor accordingly.

The sponsor's discount is available to sponsors only after the community solar project has reached its required minimum 50% low-income subscription rate. If the subscription rate of low-income customers drops under 50% of project capacity at any time throughout the life of the project, the sponsor bill credit will not be revoked.

4. BILLING

Monthly bills are calculated in accordance with the customer's OAS and the provisions contained herein. The amount credited under Schedule CS-GT is provided by both PG&E and EBCE: EBCE calculates the 20% discount for the generation portion of the electric bill and PG&E calculates the 20% discount for the delivery portion of the electric bill.

Both entities display the discount on their respective portion of the customer's utility bill.

5. METERING

All customers must be metered according to the requirements of their OAS.

ELECTRIC SCHEDULE DAC-GT

DISADVANTAGED COMMUNITIES GREEN TARIFF PROGRAM

1. APPLICABILITY

The Disadvantaged Communities Green Tariff ("DAC-GT") is a voluntary rate supplement to the customer's otherwise applicable rate schedule ("OAS") under which eligible customers have their electricity usage met with 100% solar energy based on their actual usage each month while also receiving a 20% discount on their OAS.

To enroll under the rate, a customer must meet the following eligibility requirements:

- Customer must receive electric generation service from EBCE;
- Customer must be on a residential rate;
- Customer must meet the income eligibility requirements for the California Alternate Rates for Energy ("CARE") or Family Electric Rate Assistance ("FERA") programs;
- Customer's service address must be located in a disadvantaged community ("DAC"). DACs are defined as communities that are identified in ~~the latest version of the~~ CalEnviroScreen's 3.0 and updated versions that follow ~~tool~~ as among the top 25% of census tracts statewide, plus the census tracts in the highest 5% of CalEnviroScreen's Pollution Burden that do not have an overall CalEnviroScreen score because of unreliable socioeconomic or health data. In the event that the CalEnviroScreen tool is updated, enrolled customers will retain their eligibility even if their census tract is no longer considered an eligible DAC as defined above.

Service accounts enrolled under the following programs and services are ineligible to enroll under the DAC-GT rate:

- IOU bundled service;
- Direct access;
- Standby service;
- Net energy metering ("NEM") rates;
- Non-metered service;
- Rates that are not CARE- or FERA-eligible;
- Non-residential rates; and

- Schedule CS-GT, Community Solar Green Tariff IOU bundled service;

Eligibility of customers is verified at the level of the Service Agreement ID ("SA ID")

2. ENROLLMENT TERMS

Enrollment of customers under Schedule DAC-GT occurs at the level of the SA ID. Customer enrollment is capped at a maximum of 2 MW solar equivalent per SA ID. This limitation does not apply to a federal, state, or local government, school or school district, county office of education, the California Community Colleges, the California State University, or the University of California.

EBCE will develop an auto-enrollment methodology which uses payment history such as: late payments, payments made, and current arrearage, to select customers for auto-enrollment into EBCE's DAC-GT program. The current economic situation, impacted by the COVID-19 pandemic, poses uncertainty. EBCE will obtain updated arrearage and disconnection data in order to select customers that are challenged to pay their bills in 2021 when enrollment is approaching.

Upon confirmation, the customer will be placed on the DAC-GT rate on the first day of the next billing cycle where the billing cycle start date occurs at least five (5) business days after the date of the customer's determined eligibility for enrollment. A customer request that is received within five (5) business days of the customer's next billing cycle may result in the customer being placed on the DAC-GT rate in the following billing cycle.

A participating customer may remain on the DAC-GT tariff for up to 20 years from the time of enrollment. There is no contract required when enrolling in the DAC-GT program. A customer may enroll for any number of months, and there is no enrollment or cancellation fee. Cancellation of a customer's participation will become effective on the next meter read date after a cancellation request is made; cancellations made within five (5) business days of the next meter read date may not be changed for an additional billing cycle.

A customer's service under this schedule is portable within EBCE's electric service area as long as the customer continues to live in a DAC as defined under the program and continues to meet all other eligibility requirements (including the locational requirement). If the customer is found to still be eligible, EBCE will add the customer to the program if capacity allows or add them to the end of the wait list. EBCE will review the waitlist on a monthly basis and add customers as capacity allows. A customer who, after enrollment into the DAC-GT Program, becomes ineligible for CARE or FERA will be de-enrolled from the DAC-GT program.

3. RATES

A customer taking service on this rate schedule will receive a 20% discount on the electric portion of their bill compared to their OAS. The OAS is the customer's existing CARE or FERA rate. Accordingly, the 20% discount will be applied to bills after the CARE/FERA discount has been applied. The discount applies as long as a customer is enrolled under the program and complies with all of the eligibility and enrollment terms.

Residential customer SA IDs that are already enrolled in EBCE's 100% renewable energy generation service option (*i.e.*, EBCE's "Renewable 100" rate) when enrolling under the programs will be defaulted to EBCE's base rate (*i.e.*, EBCE's "Bright Choice" rate) for the purposes of calculating the 20% discount. In other words, EBCE's Bright Choice rate becomes the de-facto product for rate purposes for residential customers who are not on the CARE or FERA rate.

4. BILLING

Monthly bills are calculated in accordance with the customer's OAS and the provisions contained herein. The amount credited under Schedule DAC-GT is provided by both PG&E and EBCE: EBCE calculates the 20% discount for the generation portion of the electric bill and PG&E calculates the 20% discount for the delivery portion of the electric bill.

Both entities display the discount on their respective portion of the customer's utility bill.

5. METERING

All customers must be metered according to the requirements of their OAS.

APPENDIX B

CSGT Tariff Sheet and DAC-GT Tariff Sheet (Clean)

Electric Schedule CS-GT, *Community Solar Green Tariff Program* and DAC-GT, *Disadvantaged Communities Green Tariff Program*

Proposed by East Bay Community Energy



ELECTRIC SCHEDULE CS-GT

COMMUNITY SOLAR GREEN TARIFF PROGRAM

1. APPLICABILITY

The Community Solar Green Tariff ("CS-GT") is a voluntary rate supplement to the customer's otherwise applicable rate schedule ("OAS") under which eligible customers have their electricity usage met with up to 100% solar energy produced by a local community solar project while also receiving a 20% discount on their OAS.

a. Residential Customer Eligibility

To enroll under the rate, a customer must meet the following eligibility requirements:

- Customer must receive its electric generation service from EBCE;
- Customer must be on a residential rate, except for the project sponsor;
- Customer must be a low-income customer, defined as meeting the income qualifications for either the California Alternate Rates for Energy ("CARE") or Family Electric Rate Assistance ("FERA") programs, or customer must wait to enroll until at least fifty percent of the project's capacity is utilized by low-income customers;
- Customer's service address must be located in a disadvantaged community ("DAC"). DACs are defined as communities that are identified in CalEnviroScreen's 3.0 and updated versions that follow as among the top 25% of census tracts statewide, plus the census tracts in the highest five percent of CalEnviroScreen's Pollution Burden that do not have an overall CalEnviroScreen score because of unreliable socioeconomic or health data. In the event that the CalEnviroScreen tool is updated, enrolled customers will retain their eligibility even if their census tract is no longer considered an eligible DAC as defined above. This grandfathered eligibility will apply to both existing subscribers and customers not previously subscribed to the project in that same DAC, to ensure that the project's output can be fully subscribed by customers whose census tract is within 5-miles of the project.
- The solar generation project to which a customer subscribes must be located within five miles of the participating customer's census tract.

Service accounts enrolled under the following programs and services are ineligible to enroll under the CS-GT rate:

- IOU bundled service;
- Standby service;

- Net energy metering ("NEM") rates;
- Non-metered service;
- Direct access; and
- Customers enrolled in EBCE's Disadvantaged Communities Green Tariff ("DAC-GT") rate schedule

Master-metered customers may participate in the CS-GT program as long as the master-metered account holder enrolls all usage under the master-metered account in the program. Individual tenants of a master-meter customer are not eligible to participate on an individual basis. Master-metered customers must also meet all other eligibility requirements.

Eligibility of customers is verified at the level of the Service Agreement ID ("SA ID").

b. Sponsor Eligibility

A non-profit community-based organization ("CBO"), a local government entity, or a school may "sponsor" a community solar project on behalf of residents and in doing so also receive a 20% discount on eligible SA IDs. To "sponsor" a community solar project, the eligible organization must first demonstrate its community involvement. The sponsor's role is to work with the project developer to encourage program participation in its community.

To receive the 20% discount on eligible SA IDs as described below, the sponsor must fulfill the following requirements:

1. The sponsor must be an EBCE electric customer;
2. The sponsor must take service on the Community Solar Green Tariff;
3. The sponsor must be located within a disadvantaged community and within five miles of the solar project; [46] and
4. The sponsor must meet all other eligibility requirements of any participating customer as described in the section on CS-GT customer eligibility above, including ensuring that its rate schedule is not ineligible.

A sponsor that does not fulfill each of the requirements above may still become a project sponsor; however, they are not eligible to receive the 20% discount.

There may be more than one sponsoring entity supporting a single community solar project. Multiple sponsors may share the 20% discount as long as all sponsors meet the eligibility

[46] D.18-06-027 at p. 78

requirements outlined above. A sponsor may also be (although is not required to be) a site host.[47]

2. ENROLLMENT TERMS

a. Residential Customer Eligibility

Enrollment of customers under Schedule CS-GT occurs at the level of the SA ID. Customer enrollment is capped at a maximum of 2 MW solar equivalent per SA ID. This limitation does not apply to a federal, state, or local government, school or school district, county office of education, the California Community Colleges, the California State University, or the University of California.

Customers subscribe to a percentage of their community solar project's capacity based on their previous 12-month average monthly usage.[48] This percentage allocation is set at the time of customer subscription but may be revisited periodically to ensure accurate allocations of project capacity. Customers cannot be subscribed to more than one community solar project site at any time.

Eligible low-income customers may enroll under the rate on a first-come, first-served basis. Once 50% of project capacity is subscribed by low-income customers, non-low-income qualified customers located in DACs will become eligible for enrollment on a first-come, first-served basis until customer subscriptions reach EBCE's CS-GT program cap. Once EBCE reaches its program cap, a waitlist will be maintained for new subscriptions. When program capacity becomes available, EBCE will continue enrolling eligible customers either from the waitlist (if applicable), or on a first-come, first-served basis up to the program cap. Non-low-income customers can be recruited before the 50% subscription requirement for low-income customers is met. However, the non-low-income customers will be placed on a waitlist until 50% of the project capacity is subscribed by low-income customers. If the low-income subscription rate drops below 50% over the life of the project, existing non-low-income customers are not required to go back on a waitlist. However, new enrollments of non-low-income program participants will be barred until the 50% low-income threshold is met again. During this time, new enrollments of non-low-income participants will be put on a waitlist.

Upon request and confirmation, the customer will be placed on the CS-GT rate on the first day of the next billing cycle where the billing cycle start date occurs at least five (5) business days

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[47] For the purposes of this program, the concept of a "host" only refers to a customer site where the project is located. The community solar project must be located in-front-of-the meter, even if located at a customer host site. Accordingly, all concepts and rules of an in-front-of-the-meter program continue to apply.

[48] If previous 12-month historical usage is not available, the average monthly usage will be derived from as many months as available. For customers establishing new service, the class average monthly usage will be used.

after the date of the customer's determined eligibility for enrollment. A customer request that is received within five (5) business days of the customer's next billing cycle may result in the customer being placed on the CS-GT rate in the following billing cycle.

A participating customer can remain on the CS-GT rate for the duration of the solar project's contract term, or up to 20 years, whichever is less. There is no contract required when enrolling in the DAC-GT program. Customers may enroll for any number of months, and there is no enrollment or cancellation fee. Cancellation of a customer's participation will become effective on the next meter read date after a cancellation request is made; cancellations made within five (5) business days of the next meter read date may not be changed for an additional billing cycle. Customer participation in the program automatically terminates should the PPA between EBCE and the developer for the CS-GT facility to which the customer is subscribed be terminated or the delivery term ends.

A customer's service under this schedule is portable within EBCE's electric service area as long as the customer continues to live in a DAC as defined under the program and continues to meet all other eligibility requirements (including the locational requirement). If the customer is found to still be eligible, EBCE will add the customer to the program if capacity allows or add them to the end of the wait list. EBCE will review the waitlist on a monthly basis and add customers as capacity allows.

b. Sponsor Enrollment

A sponsor of a CS-GT project is subject to the same enrollment rules and requirements as described above for residential customers with one modification. A sponsor's subscription allocation is limited to a maximum of 25% of the project's energy output, not to exceed the sponsor's energy needs. The same principle applies if multiple sponsors share the 20% discount. If two or more sponsors are designated, the sponsors will need to inform EBCE in writing how the "discountable usage" is to be allocated between them.

3. RATES

a. Residential Customer Rates

A customer taking service on this rate schedule will receive a 20% discount on the electric portion of their bill compared to their OAS. The discount applies as long as the customer is enrolled under the programs and complies with all of the eligibility and enrollment terms.

For a low-income customer enrolled in the CARE or FERA program, the OAS is the customer's existing CARE or FERA rate. Accordingly, the 20% discount for low-income customers will be applied to low-income customer bills after the CARE/FERA discount has been applied.

For a customer who is not enrolled in CARE or FERA programs, the OAS is the customer's existing rate schedule before program enrollment. Residential customer SA IDs that are already

enrolled in EBCE's 100% renewable energy generation service option (i.e., EBCE's "Renewable 100" rate) when enrolling under the programs will be defaulted to EBCE's base rate (i.e., EBCE's "Bright Choice" rate) for the purposes of calculating the 20% discount. In other words, EBCE's Bright Choice rate becomes the de-facto product for rate purposes for residential customers who are not on the CARE or FERA rate.

b. Sponsor Rates

A CS-GT project sponsor who meets all of the eligibility requirements outlined above receives a 20% bill discount on its enrolled account. The sponsor bill discount will be calculated based on the same methodology as described above for residential program participants with one modification. The sponsor bill discount is only applied to a sponsor's subscription allocation, *i.e.* limited to a maximum of 25% of the project's energy output, not to exceed the sponsor's energy needs under the enrolled SA ID. The discount applies as long as sponsors are enrolled under the programs and they comply with all the sponsor eligibility and enrollment terms described above.

If two or more sponsors are designated, both sponsors must inform EBCE in writing of how the "discountable usage", capped at 25% of the project's energy output is to be allocated among them. EBCE will then calculate the applicable discount to each sponsor accordingly.

The sponsor's discount is available to sponsors only after the community solar project has reached its required minimum 50% low-income subscription rate. If the subscription rate of low-income customers drops under 50% of project capacity at any time throughout the life of the project, the sponsor bill credit will not be revoked.

4. BILLING

Monthly bills are calculated in accordance with the customer's OAS and the provisions contained herein. The amount credited under Schedule CS-GT is provided by both PG&E and EBCE: EBCE calculates the 20% discount for the generation portion of the electric bill and PG&E calculates the 20% discount for the delivery portion of the electric bill.

Both entities display the discount on their respective portion of the customer's utility bill.

5. METERING

All customers must be metered according to the requirements of their OAS.

ELECTRIC SCHEDULE DAC-GT

DISADVANTAGED COMMUNITIES GREEN TARIFF PROGRAM

1. APPLICABILITY

The Disadvantaged Communities Green Tariff ("DAC-GT") is a voluntary rate supplement to the customer's otherwise applicable rate schedule ("OAS") under which eligible customers have their electricity usage met with 100% solar energy based on their actual usage each month while also receiving a 20% discount on their OAS.

To enroll under the rate, a customer must meet the following eligibility requirements:

- Customer must receive electric generation service from EBCE;
- Customer must be on a residential rate;
- Customer must meet the income eligibility requirements for the California Alternate Rates for Energy ("CARE") or Family Electric Rate Assistance ("FERA") programs;
- Customer's service address must be located in a disadvantaged community ("DAC"). DACs are defined as communities that are identified in CalEnviroScreen's 3.0 and updated versions that follow as among the top 25% of census tracts statewide, plus the census tracts in the highest 5% of CalEnviroScreen's Pollution Burden that do not have an overall CalEnviroScreen score because of unreliable socioeconomic or health data. In the event that the CalEnviroScreen tool is updated, enrolled customers will retain their eligibility even if their census tract is no longer considered an eligible DAC as defined above.

Service accounts enrolled under the following programs and services are ineligible to enroll under the DAC-GT rate:

- IOU bundled service;
- Direct access;
- Standby service;
- Net energy metering ("NEM") rates;
- Non-metered service;
- Rates that are not CARE- or FERA-eligible;
- Non-residential rates; and

- Schedule CS-GT, Community Solar Green Tariff IOU bundled service;

Eligibility of customers is verified at the level of the Service Agreement ID ("SA ID")

2. ENROLLMENT TERMS

Enrollment of customers under Schedule DAC-GT occurs at the level of the SA ID. Customer enrollment is capped at a maximum of 2 MW solar equivalent per SA ID. This limitation does not apply to a federal, state, or local government, school or school district, county office of education, the California Community Colleges, the California State University, or the University of California.

EBCE will develop an auto-enrollment methodology which uses payment history such as: late payments, payments made, and current arrearage, to select customers for auto-enrollment into EBCE's DAC-GT program. The current economic situation, impacted by the COVID-19 pandemic, poses uncertainty. EBCE will obtain updated arrearage and disconnection data in order to select customers that are challenged to pay their bills in 2021 when enrollment is approaching.

Upon confirmation, the customer will be placed on the DAC-GT rate on the first day of the next billing cycle where the billing cycle start date occurs at least five (5) business days after the date of the customer's determined eligibility for enrollment. A customer request that is received within five (5) business days of the customer's next billing cycle may result in the customer being placed on the DAC-GT rate in the following billing cycle.

A participating customer may remain on the DAC-GT tariff for up to 20 years from the time of enrollment. There is no contract required when enrolling in the DAC-GT program. A customer may enroll for any number of months, and there is no enrollment or cancellation fee. Cancellation of a customer's participation will become effective on the next meter read date after a cancellation request is made; cancellations made within five (5) business days of the next meter read date may not be changed for an additional billing cycle.

A customer's service under this schedule is portable within EBCE's electric service area as long as the customer continues to live in a DAC as defined under the program and continues to meet all other eligibility requirements (including the locational requirement). If the customer is found to still be eligible, EBCE will add the customer to the program if capacity allows or add them to the end of the wait list. EBCE will review the waitlist on a monthly basis and add customers as capacity allows. A customer who, after enrollment into the DAC-GT Program, becomes ineligible for CARE or FERA will be de-enrolled from the DAC-GT program.

3. RATES

A customer taking service on this rate schedule will receive a 20% discount on the electric portion of their bill compared to their OAS. The OAS is the customer's existing CARE or FERA rate. Accordingly, the 20% discount will be applied to bills after the CARE/FERA discount has been applied. The discount applies as long as a customer is enrolled under the program and complies with all of the eligibility and enrollment terms.

Residential customer SA IDs that are already enrolled in EBCE's 100% renewable energy generation service option (*i.e.*, EBCE's "Renewable 100" rate) when enrolling under the programs will be defaulted to EBCE's base rate (*i.e.*, EBCE's "Bright Choice" rate) for the purposes of calculating the 20% discount. In other words, EBCE's Bright Choice rate becomes the de-facto product for rate purposes for residential customers who are not on the CARE or FERA rate.

4. BILLING

Monthly bills are calculated in accordance with the customer's OAS and the provisions contained herein. The amount credited under Schedule DAC-GT is provided by both PG&E and EBCE: EBCE calculates the 20% discount for the generation portion of the electric bill and PG&E calculates the 20% discount for the delivery portion of the electric bill.

Both entities display the discount on their respective portion of the customer's utility bill.

5. METERING

All customers must be metered according to the requirements of their OAS.

APPENDIX C

ME&O Plan (Redline)

Marketing, Education and Outreach Plan for the Disadvantaged Communities Green Tariff and Community Solar Green Tariff Programs for Program Year 2024

Proposed by East Bay Community Energy

Dan Lieberman

Director, Marketing

East Bay Community Energy

1. PURPOSE AND GOALS

In October 2021 EBCE began automatically enrolling qualifying customers into our "solar discount" Disadvantaged Community Green Tariff ("DAC-GT") program that provides participants on income-qualifying CARE or FERA rates with an additional 20% discount on electricity. Since then, the targeted customer marketing, education, and outreach ("ME&O") has consisted largely of notifying customers about their enrollment status by sending welcome packets and email notification. In 2024, in anticipation of launching a Community Solar Green Tariff ("CSGT") program, EBCE will develop ME&O materials to ensure potential customers in disadvantaged communities are aware of the opportunity to benefit from the programs. EBCE's ME&O strategy has five main goals:

1. Educate auto-enrolled customers about the DAC-GT program;
2. Enroll eligible customers in the DAC-GT and CSGT programs;
3. Increase awareness of, and enrollment in, CARE and FERA programs;
4. Increase customer awareness of energy use, savings opportunities, other customer incentives, rate options (*i.e.*, TOU), discounts, or programs; and
5. Address barriers to program participation and leverage best practices to participation and ensure that outreach to DAC and hard-to-reach customers is accessible and equitable.

Throughout this process, EBCE aims to achieve meaningful and diverse customer engagement through a culturally-competent, multilingual approach. To achieve these goals, EBCE will develop a targeted customer engagement campaign that leverages community-based marketing best practices such as:

- A mix of multilingual and culturally-competent communications including community advertising (*e.g.*, newsletters, newsprint), geo-targeted digital ads, targeted email and direct mail,
- Direct customer outreach and partnerships with community-based organizations ("CBOs") and local government agencies, and
- Notifications and Welcome Kits educating auto-enrolled customers about DAC-GT program.

EBCE will measure ME&O program success by the number of customers enrolled in the DAC-GT and CSGT programs. We will also measure program success by the overall number of customers reached, and the diversity of customers reached.

The following subsections provide additional details about EBCE's ME&O approach for the DAC-GT and CSGT programs.

2. GUIDING PRINCIPLES

EBCE is committed to developing diverse and culturally appropriate communication strategies to ensure that stakeholders can participate in decisions and actions that impact their communities. As such, EBCE commits to the following guiding principles throughout the ME&O engagement process for the DAC-GT and CSGT programs. EBCE aims to:

- Achieve diverse and meaningful engagement that reflects the demographics of DAC communities to ensure equitable outreach across race, income, and age;
- Maintain transparency and accessibility of information by bringing the information directly to customers in their neighborhood, their community, or interest space to better engage them in the process; and
- Build a collaborative process with community partners to ensure barriers and benefits to participation are considered in the ME&O activities to the maximum extent possible.

3. TARGET AUDIENCE

Given enrollment specifications around the programs, the primary target audience for the ME&O strategy is existing and eligible CARE/FERA customers living in DACs pursuant to CalEnviroScreen ("CES") 3.0 and 4.0. Resolution E-5212[1] approves EBCE's Petition for Modification of Resolution E-4999 allowing program administrators to include data for the CES version when the PA's implementation plan was approved. For EBCE, this means that CES 3.0 and 4.0 are valid versions to utilize for outreach and project siting. The marketing team intends to focus its outreach and enrollment efforts in the 11 DACs per CES 4.0.[2] Please note that EBCE has not yet identified project site(s) for the program.

The following zip codes are in the top 25% of CES score according to CES 3.0:

Census Tract	Zip Code	City
6001438203	94544	Hayward
6001432400 6001432501	94577	San Leandro
6001433200	94578	San Leandro
6001407300 6001406100 6001407200 6001407400 6001406201	94601	Oakland
6001409100 6001409200 6001409400 6001409300	94603	Oakland
6001406000 6001405401	94606	Oakland

[1] Issued on October 6, 2022.
[2] CES 4.0 is the current version of CalEnviroScreen as of October 2021.

6001402200 6001401800 6001403000 6001401700 6001403300 6001402500 6001410500 6001402400 6001401600	94607	Oakland
6001401400 6001401500 6001401000 6001425104	94608	Emeryville
6001409000 6001408800 6001409500 6001408900	94621	Oakland
6077005202 6077005206	95304	Tracy
6077005302 6077005305	95376	Tracy
6001437101 6001440301	94587	Union City
6001444601	94560	Newark
6001402700	94612	Oakland
6001437200	94545	Hayward
6001422000	94710	Berkeley

The following zip codes are in the top 25% of CES scores according to CES 4.0:

Census Tract	Zip Code	City
6001432501 6001432400	94577	San Leandro
6001433200	94578	San Leandro
6001407300 6001406100 6001407200 6001406201 6001407400 6001406202	94601	Oakland
6001409100 6001409400 6001409200	94603	Oakland
6001406000 6001405902	94606	Oakland
6001402200	94607	Oakland

6001403000 6001410500 6001402500 6001401600 6001403300 6001401800 6001401700 6001402600		
6001401400 6001401500 6001401000 6001400900	94608	Emeryville
6001409000 6001408800 6001409500 6001408900 6001407500	94621	Oakland
6077005302	95376	Tracy
6001402800	94612	Oakland
6001401300	94609	Oakland

4. ME&O TACTICS AND STRATEGIES

The following tactics and strategies are rooted in EBCE's marketing, education, and outreach activities for the past three years. If other CCAs and IOUs have launched their programs prior to EBCE, we will connect with them to obtain ME&O lessons learned. These tactics and strategies are further summarized in Figure 1 below.

a. Communications and Media Content

A variety of communications and media content will be developed to promote the programs, including flyers and fact sheets, as well as a dedicated web landing page on EBCE's website. These materials will be translated (likely in Spanish and Chinese, and possibly Vietnamese based on the demographics of our target zip codes) and improved upon throughout the ME&O process via message testing to ensure they are culturally competent and effective. EBCE typically conducts A/B message testing on all mass email communication.

Additionally, EBCE will run social media campaigns, as well as geo-targeted print and digital advertisements, in multiple languages to encourage program enrollment. Direct mailing and email blasts will also be utilized to targeted customers. EBCE's data warehouse contains considerable demographic data that will be useful in targeting communications, and EBCE has contracted with Granicus to provide their govDelivery email platform and we have integrated

that with Salesforce, to open up more email communications activities. The email activity can be highly targeted, tracked, quantified, and carries no direct cost.

b. Community Outreach

To meet our ME&O goals, EBCE will develop an outreach and engagement strategy leveraging the key community outreach tactics. The community outreach strategy will include a multilingual and culturally competent approach to engagement and consider the specific needs of DAC communities in EBCE's service area. Outreach will be informed by data (census tracts, 4013, county housing data overlays, etc.) in order to identify customers who are most likely to enroll in the programs.

c. Grassroots Outreach

EBCE will conduct grassroots outreach to engage directly with community members at community events and also online due to limited face-to-face opportunities in the recovering post-covid society. Prior to COVID, EBCE regularly attended and sponsored many community events throughout its service area, including neighborhood festivals, farmers markets, holiday celebrations, and special events and we are now returning to that level of outreach, though opportunities are more limited than they used to be. More recently, EBCE has been investing in virtual outreach capacity. Under the community outreach strategy for the DAC-GT and CSGT programs, EBCE will focus on expanding the breadth of events (whether virtual or in person) attended in DAC neighborhoods.

EBCE will utilize the expertise of community leaders to identify impactful events and will offer workshops and webinars as appropriate. As community events and workshops are held, we will closely track the diversity in race, age and income of participants, to ensure that participation reflects census distribution demographics of the DAC communities. Additionally, we will maximize convenience of meetings and events to public transportation, and ensure events are ADA-accessible.

d. Partnerships with Community Based Organizations

Partnering with CBOs is a critical facet of EBCE's ME&O plan. CBOs have intimate knowledge of the local communities they serve and will serve as valuable resources for how best to conduct outreach that makes sense for members of their communities. As EBCE engages with CBO partners, we seek to establish open dialogue, build awareness and understanding among community members, identify community-specific issues, and develop methods for disseminating relevant information. For example, CBOs will help coordinate program-specific workshops and/or webinars to disseminate program information to their constituencies. EBCE will provide funding for CBOs to conduct outreach around the DAC-GT and CSGT programs.

Additionally, many of our local City departments already conduct outreach in the same communities in which we will conduct program outreach. EBCE will investigate and pursue opportunities to collaborate as appropriate.

Our CBO and municipal partners are eager to share information about EBCE's programs with their constituents. What they need is packaged information in multiple languages to share. EBCE will prepare and share those resources, and then the CBOs and cities can get it into the hands (and computers and phones) of their constituents. The CBOs and municipalities are typically known and trusted sources of information with their constituents, so having co-branded materials will complement EBCE's own outreach efforts.

e. Program Leveraging

California offers a portfolio of clean energy, energy efficiency, and energy storage programs, with several of them targeting income-qualified customers or customers in DACs. Complementing the state's programs, EBCE also is developing a wide range of in-house program offerings with many of them focusing on vulnerable customers. Under the DAC-GT/CSGT ME&O plan, EBCE will leverage its relationships and interactions with customers through existing programs to inform, educate, and encourage program participation. For example, EBCE will leverage the following programs for joint outreach efforts:

- EBCE's newly launched Resilient Home battery energy storage program;
- EBCE's induction cooktop loaner program;
- EBCE's Heat Pump Water Heater incentive program, offered through a partnership with StopWaste; and
- Bay Area Air Quality Management District's Clean Cars for All program

Additionally, EBCE will pursue program leveraging with relevant programs run by partners and other local CBOs and government entities.

f. Auto-Enrolled Customer Education

In Resolution E-5124, the Commission authorized eligible customers to be automatically enrolled into the DAC-GT program (but not CSGT). As a result, EBCE has not conducted traditional program outreach for DAC-GT. In order to educate auto-enrolled customers about participation in the DAC-GT program and increase awareness of the CARE and FERA programs, EBCE provides direct notifications and a Welcome Kit. Enrollment notifications were sent via email and direct mail to customers who were automatically enrolled in the program, prior to the customers' receipt of their first bill displaying the DAC-GT program discount. Welcome Kits were subsequently provided via direct mail to customers who were enrolled in the program. The welcome letters were also translated into Spanish and Chinese. The kits contain:

- Welcome Letter (found at the end of this ME&O plan)
- Frequently Asked Questions document;

- Prospective Power Content Label;
- Price, Terms and Conditions document; and
- Energy Bill Assistance brochure

To meet our ME&O goals, EBCE will develop an outreach and engagement strategy leveraging the key community outreach tactics summarized here:

COMMUNICATIONS AND MEDIA CONTENT • Social Media + Nextdoor • EBCE Website • Flyers and Fact Sheets • Print and Digital Advertisement • Direct Mailings • Email Blasts • Welcome Kit Notifications	**GRASSROOTS OUTREACH** • Community Events (may be virtual if COVID-19 shelter-in-place continues) • Workshops and Webinars • Collaboration with Community Leaders
CBO AND CITY PARTNERSHIPS • Joint Outreach • Funding Support	**PROGRAM LEVERAGE** • EBCE Resilient Home • EBCE Heat Pump Water Heater Program • EBCE Induction Cooktop Loaner Program • Clean Cars for All • CARE/FERA enrollment

Figure 1. EBCE ME&O Tactics and Strategies

5. METRICS TRACKING

Because EBCE is using multiple tactics for ME&O, a variety of metrics will be used to evaluate the effectiveness of each effort. Our primary measure of effectiveness is the number of customers reached, which can be measured by:

- Total number of enrollees in both the DAC-GT and CSGT programs;
- Total CARE and FERA enrollment achieved through DAC-GT/ CSGT outreach;
- Total number of customers reached;
- Diversity in race, age and income of event participants, with participation that reflects census distribution demographics of the DAC communities;
- Email click-through and open rates;
- Website visits and page views, social media engagement and impressions;
- Total number of events and distribution of events by neighborhood.

By regularly monitoring these measures, EBCE will be able to make changes in its approach or shift the mix of ME&O channels to improve the effectiveness of outreach, if necessary. Additionally, feedback from CBO partners, surveys, on-the-ground interactions, and message testing could alter the strategy pursued.

APPENDIX D

ME&O Plan (Clean)

Marketing, Education and Outreach Plan for the Disadvantaged Communities Green Tariff and Community Solar Green Tariff Programs for Program Year 2024

Proposed by East Bay Community Energy

Dan Lieberman

Director, Marketing

East Bay Community Energy

1. PURPOSE AND GOALS

In October 2021 EBCE began automatically enrolling qualifying customers into our "solar discount" Disadvantaged Community Green Tariff ("DAC-GT") program that provides participants on income-qualifying CARE or FERA rates with an additional 20% discount on electricity. Since then, the targeted customer marketing, education, and outreach ("ME&O") has consisted largely of notifying customers about their enrollment status by sending welcome packets and email notification. In 2024, in anticipation of launching a Community Solar Green Tariff ("CSGT") program, EBCE will develop ME&O materials to ensure potential customers in disadvantaged communities are aware of the opportunity to benefit from the programs. EBCE's ME&O strategy has five main goals:

1. Educate auto-enrolled customers about the DAC-GT program;
2. Enroll eligible customers in the DAC-GT and CSGT programs;
3. Increase awareness of, and enrollment in, CARE and FERA programs;
4. Increase customer awareness of energy use, savings opportunities, other customer incentives, rate options (*i.e.*, TOU), discounts, or programs; and
5. Address barriers to program participation and leverage best practices to participation and ensure that outreach to DAC and hard-to-reach customers is accessible and equitable.

Throughout this process, EBCE aims to achieve meaningful and diverse customer engagement through a culturally-competent, multilingual approach. To achieve these goals, EBCE will develop a targeted customer engagement campaign that leverages community-based marketing best practices such as:

- A mix of multilingual and culturally-competent communications including community advertising (*e.g.*, newsletters, newsprint), geo-targeted digital ads, targeted email and direct mail,
- Direct customer outreach and partnerships with community-based organizations ("CBOs") and local government agencies, and
- Notifications and Welcome Kits educating auto-enrolled customers about DAC-GT program.

EBCE will measure ME&O program success by the number of customers enrolled in the DAC-GT and CSGT programs. We will also measure program success by the overall number of customers reached, and the diversity of customers reached.

The following subsections provide additional details about EBCE's ME&O approach for the DAC-GT and CSGT programs.

2. GUIDING PRINCIPLES

EBCE is committed to developing diverse and culturally appropriate communication strategies to ensure that stakeholders can participate in decisions and actions that impact their communities. As such, EBCE commits to the following guiding principles throughout the ME&O engagement process for the DAC-GT and CSGT programs. EBCE aims to:

- Achieve diverse and meaningful engagement that reflects the demographics of DAC communities to ensure equitable outreach across race, income, and age;
- Maintain transparency and accessibility of information by bringing the information directly to customers in their neighborhood, their community, or interest space to better engage them in the process; and
- Build a collaborative process with community partners to ensure barriers and benefits to participation are considered in the ME&O activities to the maximum extent possible.

3. TARGET AUDIENCE

Given enrollment specifications around the programs, the primary target audience for the ME&O strategy is existing and eligible CARE/FERA customers living in DACs pursuant to CalEnviroScreen ("CES") 3.0 and 4.0. Resolution E-5212[1] approves EBCE's Petition for Modification of Resolution E-4999 allowing program administrators to include data for the CES version when the PA's implementation plan was approved. For EBCE, this means that CES 3.0 and 4.0 are valid versions to utilize for outreach and project siting. The marketing team intends to focus its outreach and enrollment efforts in the 11 DACs per CES 4.0.[2] Please note that EBCE has not yet identified project site(s) for the program.

The following zip codes are in the top 25% of CES score according to CES 3.0:

Census Tract	Zip Code	City
6001438203	94544	Hayward
6001432400 6001432501	94577	San Leandro
6001433200	94578	San Leandro
6001407300 6001406100 6001407200 6001407400 6001406201	94601	Oakland
6001409100 6001409200 6001409400 6001409300	94603	Oakland
6001406000 6001405401	94606	Oakland

[1] Issued on October 6, 2022.
[2] CES 4.0 is the current version of CalEnviroScreen as of October 2021.

6001402200 6001401800 6001403000 6001401700 6001403300 6001402500 6001410500 6001402400 6001401600	94607	Oakland
6001401400 6001401500 6001401000 6001425104	94608	Emeryville
6001409000 6001408800 6001409500 6001408900	94621	Oakland
6077005202 6077005206	95304	Tracy
6077005302 6077005305	95376	Tracy
6001437101 6001440301	94587	Union City
6001444601	94560	Newark
6001402700	94612	Oakland
6001437200	94545	Hayward
6001422000	94710	Berkeley

The following zip codes are in the top 25% of CES scores according to CES 4.0:

Census Tract	Zip Code	City
6001432501 6001432400	94577	San Leandro
6001433200	94578	San Leandro
6001407300 6001406100 6001407200 6001406201 6001407400 6001406202	94601	Oakland
6001409100 6001409400 6001409200	94603	Oakland
6001406000 6001405902	94606	Oakland
6001402200	94607	Oakland

6001403000 6001410500 6001402500 6001401600 6001403300 6001401800 6001401700 6001402600		
6001401400 6001401500 6001401000 6001400900	94608	Emeryville
6001409000 6001408800 6001409500 6001408900 6001407500	94621	Oakland
6077005302	95376	Tracy
6001402800	94612	Oakland
6001401300	94609	Oakland

4. ME&O TACTICS AND STRATEGIES

The following tactics and strategies are rooted in EBCE's marketing, education, and outreach activities for the past three years. If other CCAs and IOUs have launched their programs prior to EBCE, we will connect with them to obtain ME&O lessons learned. These tactics and strategies are further summarized in Figure 1 below.

a. Communications and Media Content

A variety of communications and media content will be developed to promote the programs, including flyers and fact sheets, as well as a dedicated web landing page on EBCE's website. These materials will be translated (likely in Spanish and Chinese, and possibly Vietnamese based on the demographics of our target zip codes) and improved upon throughout the ME&O process via message testing to ensure they are culturally competent and effective. EBCE typically conducts A/B message testing on all mass email communication.

Additionally, EBCE will run social media campaigns, as well as geo-targeted print and digital advertisements, in multiple languages to encourage program enrollment. Direct mailing and email blasts will also be utilized to targeted customers. EBCE's data warehouse contains considerable demographic data that will be useful in targeting communications, and EBCE has contracted with Granicus to provide their govDelivery email platform and we have integrated

that with Salesforce, to open up more email communications activities. The email activity can be highly targeted, tracked, quantified, and carries no direct cost.

b. Community Outreach

To meet our ME&O goals, EBCE will develop an outreach and engagement strategy leveraging the key community outreach tactics. The community outreach strategy will include a multilingual and culturally competent approach to engagement and consider the specific needs of DAC communities in EBCE's service area. Outreach will be informed by data (census tracts, 4013, county housing data overlays, etc.) in order to identify customers who are most likely to enroll in the programs.

c. Grassroots Outreach

EBCE will conduct grassroots outreach to engage directly with community members at community events and also online due to limited face-to-face opportunities in the recovering post-covid society. Prior to COVID, EBCE regularly attended and sponsored many community events throughout its service area, including neighborhood festivals, farmers markets, holiday celebrations, and special events and we are now returning to that level of outreach, though opportunities are more limited than they used to be. More recently, EBCE has been investing in virtual outreach capacity. Under the community outreach strategy for the DAC-GT and CSGT programs, EBCE will focus on expanding the breadth of events (whether virtual or in person) attended in DAC neighborhoods.

EBCE will utilize the expertise of community leaders to identify impactful events and will offer workshops and webinars as appropriate. As community events and workshops are held, we will closely track the diversity in race, age and income of participants, to ensure that participation reflects census distribution demographics of the DAC communities. Additionally, we will maximize convenience of meetings and events to public transportation, and ensure events are ADA-accessible.

d. Partnerships with Community Based Organizations

Partnering with CBOs is a critical facet of EBCE's ME&O plan. CBOs have intimate knowledge of the local communities they serve and will serve as valuable resources for how best to conduct outreach that makes sense for members of their communities. As EBCE engages with CBO partners, we seek to establish open dialogue, build awareness and understanding among community members, identify community-specific issues, and develop methods for disseminating relevant information. For example, CBOs will help coordinate program-specific workshops and/or webinars to disseminate program information to their constituencies. EBCE will provide funding for CBOs to conduct outreach around the DAC-GT and CSGT programs.

Additionally, many of our local City departments already conduct outreach in the same communities in which we will conduct program outreach. EBCE will investigate and pursue opportunities to collaborate as appropriate.

Our CBO and municipal partners are eager to share information about EBCE's programs with their constituents. What they need is packaged information in multiple languages to share. EBCE will prepare and share those resources, and then the CBOs and cities can get it into the hands (and computers and phones) of their constituents. The CBOs and municipalities are typically known and trusted sources of information with their constituents, so having co-branded materials will complement EBCE's own outreach efforts.

e. Program Leveraging

California offers a portfolio of clean energy, energy efficiency, and energy storage programs, with several of them targeting income-qualified customers or customers in DACs. Complementing the state's programs, EBCE also is developing a wide range of in-house program offerings with many of them focusing on vulnerable customers. Under the DAC-GT/CSGT ME&O plan, EBCE will leverage its relationships and interactions with customers through existing programs to inform, educate, and encourage program participation. For example, EBCE will leverage the following programs for joint outreach efforts:

- EBCE's newly launched Resilient Home battery energy storage program;
- EBCE's induction cooktop loaner program;
- EBCE's Heat Pump Water Heater incentive program, offered through a partnership with StopWaste; and
- Bay Area Air Quality Management District's Clean Cars for All program

Additionally, EBCE will pursue program leveraging with relevant programs run by partners and other local CBOs and government entities.

f. Auto-Enrolled Customer Education

In Resolution E-5124, the Commission authorized eligible customers to be automatically enrolled into the DAC-GT program (but not CSGT). As a result, EBCE has not conducted traditional program outreach for DAC-GT. In order to educate auto-enrolled customers about participation in the DAC-GT program and increase awareness of the CARE and FERA programs, EBCE provides direct notifications and a Welcome Kit. Enrollment notifications were sent via email and direct mail to customers who were automatically enrolled in the program, prior to the customers' receipt of their first bill displaying the DAC-GT program discount. Welcome Kits were subsequently provided via direct mail to customers who were enrolled in the program. The welcome letters were also translated into Spanish and Chinese. The kits contain:

- Welcome Letter (found at the end of this ME&O plan)
- Frequently Asked Questions document;

- Prospective Power Content Label;
- Price, Terms and Conditions document; and
- Energy Bill Assistance brochure

To meet our ME&O goals, EBCE will develop an outreach and engagement strategy leveraging the key community outreach tactics summarized here:

COMMUNICATIONS AND MEDIA CONTENT • Social Media + Nextdoor • EBCE Website • Flyers and Fact Sheets • Print and Digital Advertisement • Direct Mailings • Email Blasts • Welcome Kit Notifications	**GRASSROOTS OUTREACH** • Community Events (may be virtual if COVID-19 shelter-in-place continues) • Workshops and Webinars • Collaboration with Community Leaders
CBO AND CITY PARTNERSHIPS • Joint Outreach • Funding Support	**PROGRAM LEVERAGE** • EBCE Resilient Home • EBCE Heat Pump Water Heater Program • EBCE Induction Cooktop Loaner Program • Clean Cars for All • CARE/FERA enrollment

Figure 1. EBCE ME&O Tactics and Strategies

5. METRICS TRACKING

Because EBCE is using multiple tactics for ME&O, a variety of metrics will be used to evaluate the effectiveness of each effort. Our primary measure of effectiveness is the number of customers reached, which can be measured by:

- Total number of enrollees in both the DAC-GT and CSGT programs;
- Total CARE and FERA enrollment achieved through DAC-GT/ CSGT outreach;
- Total number of customers reached;
- Diversity in race, age and income of event participants, with participation that reflects census distribution demographics of the DAC communities;
- Email click-through and open rates;
- Website visits and page views, social media engagement and impressions;
- Total number of events and distribution of events by neighborhood.

By regularly monitoring these measures, EBCE will be able to make changes in its approach or shift the mix of ME&O channels to improve the effectiveness of outreach, if necessary. Additionally, feedback from CBO partners, surveys, on-the-ground interactions, and message testing could alter the strategy pursued.

APPENDIX E

Solicitation Protocol (Redline)

East Bay Community Energy

Disadvantaged Community & Community Solar Green Tariff

Request for Offers

Version Date: January 19, 2023

Issuance Date: December 2, 2022

Final Response Deadline: March 2, 2023

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1. Overview

a. Purpose

East Bay Community Energy ("EBCE") is soliciting competitive proposals for the sale and purchase of renewable energy and energy storage up to EBCE's program capacity allocations for both the Disadvantaged Communities Green Tariff ("DAC-GT") and Community Solar Green Tariff ("CSGT") programs, consistent with the terms and provisions in this Request for Offers ("RFO"). Note that EBCE may in program marketing materials refer to DAC-GT as "EBCE Solar Discount Program" and CSGT as "EBCE Community Solar Discount Program."

b. Background

EBCE is a Joint Powers Authority formed on December 1, 2016, pursuant to California Government Code §§ 6500 et. seq. On August 10, 2017, EBCE filed its Community Choice Aggregator ("CCA") Implementation Plan with the California Public Utilities Commission ("CPUC"). On September 7, 2017, the CPUC provided PG&E notice of the receipt of EBCE's Implementation Plan, and on November 8, 2017, the CPUC certified EBCE's Implementation Plan. EBCE began serving commercial, industrial, and municipal customers in June 2018, and began serving residential customers in November 2018. EBCE currently serves the County of Alameda, and each of the following cities incorporated therein: Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Oakland, Piedmont, San Leandro, and Union City. In April 2021, the cities of Newark, Pleasanton and Tracy joined EBCE's service territory. The city of Tracy is located in San Joaquin County. In 2024, EBCE will expand to serve the City of Stockton, also located in San Joaquin County.

c. Objectives

EBCE is issuing this RFO to procure up to 5.726 MW for the DAC-GT program and 1.5625 MW for the CSGT program, as authorized in CPUC Resolution E-5124.[1] Note that this amount is in aggregate, and EBCE may select more than one project to reach these totals.

EBCE seeks Offers for the sales of RPS-eligible energy with a tolling agreement for a contract term of 20 years.

EBCE seeks energy, energy storage and related products from new construction resources located in its current service area. EBCE prefers deliveries beginning as soon as possible, particularly for the CSGT program. Eligibility and preferences are described in greater detail in **Section 3: Eligibility** and **Section 4: Evaluation Criteria and Selection Process**.

[1] Resolution E-5124, available at https://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M378/K421/378421442.PDF, approved an allocation to EBCE of 5.726 MW for DAC-GT and 1.5625 MW for CSGT; however, the Resolution also permitted CCAs to solicit above this amount as a practical matter, provided that costs related to surplus capacity are paid for by EBCE at the full contract price and recovered from EBCE's generation rate base. EBCE does not intend to procure above its allocated program capacity at this time.

d. Expected Schedule

The RFO schedule is subject to change at EBCE's discretion and EBCE will attempt to notify RFO Respondents of any schedule changes via email. Any changes will also be reflected on the RFO webpage https://ebce.org/solicitations/. EBCE bears no liability or responsibility to any Respondent for any change in the schedule or for failing to provide notice of any change.

The expected schedule for this RFO is as follows; all time listed in **Pacific Prevailing Time (PPT).**

Expected DAC-GT and CSGT Program RFO Schedule

Date /Time	Event
Ongoing	Respondents may register online to receive notices regarding the RFO.
December 2, 2022	**Issuance.** EBCE issues RFO.
January 12, 2022	**CSGT Event.** "Meet-and-Greet" for Prospective Community Sponsors and Solar Project Developers at 11 a.m. PPT.
January 18, 2022	**Webinar.** Respondent Webinar for RFO at 2:00 p.m. PPT.
January 23, 2023	**Final Questions due by 6:00 p.m. PPT.** Final deadline to submit questions.
January 30, 2022	**Final Q&A Posted.** EBCE to post Q&A document.
February 3, 2023	**Notice of Intent to Offer due by 5:00 p.m. PPT.** Final deadline to submit NOI.
March 2, 2023	**DAC-GT and CSGT Offers due by 5:00 p.m. PPT.** Offers, including all required files and related information, must be submitted via Dropbox.
April 3, 2023	**DAC-GT and CSGT Selection.** Anticipated date EBCE will notify Sellers via email of selection or waitlist status. EBCE may select Offers according to the eligibility and evaluation criteria described in Sections 3 and 4.
April 21, 2023	**Advice Letter Filing of Executed PPAs.** Anticipated date EBCE will submit DAC-GT and CSGT PPAs for CPUC Approval via Tier 2 advice letter.
May 17, 2023	**Presentation to EBCE Board.** Target date for approval of DAC-GT and CSGT Offers by EBCE Board of Directors.
May 31, 2023	**Standard Contracts Sent.** Anticipated date EBCE will send standard contract for execution to all Sellers.
June 10, 2023	**Target Execution Date.** Seller submittal of executed standard contract for DAC-GT and CSGT. Effectiveness date will be contingent upon CPUC Approval.

e. RFO Process

By responding to this RFO, Respondents agree to be bound by all terms and conditions of the RFO including any changes or supplements that may be issued by EBCE.

Webinar: EBCE will hold a Respondent Webinar to review key information in this protocol related to the solicitation and form agreement terms. Attendance is not mandatory. Meeting information will be provided in January.

"Meet-and-Greet" with Solar Developers and Prospective Community Sponsors (CSGT program only): As Community Sponsorship is a requirement of the CSGT program, EBCE will help facilitate partnerships between our member Cities as potential Sponsors and solar project developers. Respondents are

welcome to participate in a "meet-and-greet" event with member City contacts. Participation is not required. Meeting information will be provided in January.

Respondents are also welcomed to reach out to member City contacts to discuss sponsorship directly via email:

- City of Hayward:
  Erik Pearson, AICP
  Environmental Services Manager
  erik.pearson@hayward-ca.gov

- City of Oakland:
  Daniel L. Hamilton
  Sustainability and Resilience Director
  Dhamilton2@oaklandca.gov

- City of San Leandro:
  Hoi-Fei Mok, PhD
  Pronouns: they/them
  Sustainability Manager
  hfmok@sanleandro.org

Notice of Intent to Offer: All Respondents who wish to submit Offers must complete and submit a Notice of Intent to Offer ("NOI") to 2022communitysolarrfo@ebce.org in order to receive a unique submission folder link on Dropbox. EBCE will provide a submission folder link within two business days of NOI being returned. NOI must be submitted per the schedule listed in the **Expected Schedule**; early submission is welcomed.

Offers Due: Offers must be submitted via the Respondent-specific Dropbox folder that will be designated and shared upon return of a completed NOI and after the NOI deadline. Offers are due per the schedule listed in **Expected Schedule**. Offers must include all documents described in **Section 6: Required Information**.

Offer Selection: EBCE will evaluate Offers in accordance with the eligibility requirements described in **Section 3: Eligibility** and the terms described in **Section 4: Evaluation Criteria and Selection Process.**

Presentation to Board: EBCE will present contracts for transactions it hopes to execute to its Board of Directors in advance of execution. Confidential terms, including pricing and other market sensitive terms, will be redacted for public review.

Execution of Contracts: Execution of contract will require review and approval by the CPUC of the proposed contract before EBCE can execute the contract with the selected respondent(s). EBCE will seek to execute contracts following Board approval of proposed transactions. In the event that the Board requires additional information related to any transaction, those transactions will be held/their execution will be delayed. EBCE maintains the right to execute some agreements along an earlier or later timeline if commercial terms are agreed to faster or slower than described in the RFO schedule.

f. Supplier Diversity

Pursuant to California Senate Bill 255, Community Choice Aggregators (CCAs) are required to report to the California Public Utilities Commission on their diverse suppliers, as defined by CPUC General Order 156. Consistent with the California Public Utilities Code and California Public Utilities Commission policy objectives, Respondents that execute a PPA with EBCE will be required to complete a Supplier Diversity questionnaire. EBCE will not consider race, sex, color, ethnicity, or national origin in procurement decisions; providing such information in an Offer will not impact the selection process or good standing of executed PPAs.

EBCE encourages all eligible parties to get certified with the CPUC as a woman, minority, disabled veteran and/or LGBT owned business enterprise (WMDVLGBTBE).

For overview information on the CPUC Supplier Diversity Program, please visit the program homepage (https://www.cpuc.ca.gov/supplierdiversity/). For information on the certification process and requirements, please visit the Certifications page (https://www.cpuc.ca.gov/Certifications/).

g. No Obligation for EBCE to Enter into A PPA/Rejection of Offers/Modification of RFO Terms

This RFO does not constitute an offer to buy from EBCE and creates no obligation for EBCE to execute any PPA or enter into any transaction as a result of the RFO. EBCE retains the right at its sole discretion to reject any Offer at any time for any reason whatsoever prior to execution of a PPA, including on the grounds that such Offer does not conform with the terms and conditions of the RFO or that such Offer is not competitive or appears to be the result of market manipulation.

EBCE retains the right to modify this RFO and/or its form Term Sheets and/or form PPAs as it deems appropriate to implement the RFO, comply with applicable laws, or best meet the organization's evolving understanding of its procurement needs.

EBCE will not be liable in any way by reason of such withdrawal, rejection, suspension, delay, or termination to any RFO Respondent, whether submitting an Offer or not.

2. RFO Goals

EBCE seeks to procure up to 5.726 MW of solar resources for DAC-GT and 1.5625 MW for CSGT paired with energy storage. Pursuant to CPUC Resolution E-5124, EBCE's program capacity has been allocated based on the proportional share of EBCE residential customers located in DACs.

All projects, regardless of program, must be located within a DAC-eligible census tract within EBCE's service area. These census tracts are provided for initial reference by respondents in Attachment F, but eligibility must be confirmed independently by respondents. Additional eligibility criteria apply and are described below.

3. Eligibility

All Offers must meet the project design and viability requirements detailed in each of the following sections. Some of this information will be captured in relevant fields within the Offer Form(s). Some of

this information must be provided in a written Project Narrative detailing the project site; instructions for the Project Narrative are detailed in **Section 6: Required Information** and in Attachment C.

Respondents attest that all eligibility requirements are met and acknowledge that EBCE retains the right to request documentation at any time to verify project details or status.

a. Project Design Requirements

1. DAC-GT Eligibility

a. Location: The Project must be located in EBCE's service area and within a top 25% CalEnviroScreen 3.0 ~~(or the latest version)~~ or 4.0[2] designated census tract. Projects with any portion of their site boundary intersecting a DAC census tract will be deemed to have met this locational requirement.

b. Eligible Resources:
   i. The Project must be a new solar, Renewable Portfolio Standard ("RPS")-eligible, in-front-of-the-meter generating facility with energy storage.
   ii. Facilities must be in compliance with the Green-e Energy National Standard. EBCE encourages new resources to apply for pre-certification.
   iii. The Project must comply with the California Air Resources Board's Voluntary Renewable Electricity Program. For more information, see https://ww2.arb.ca.gov/our-work/programs/cap-and-trade-program/voluntary-renewable-electricity-program.
   iv. Behind-the-meter projects and nonrenewable technologies are not eligible.
   v. Resource adequacy only offers will not be accepted.

c. Project size: The project's solar nameplate capacity and the offer's Contract Capacity shall be no smaller than 500 kW and no larger than 5.726 MW-AC. All projects, regardless of size, shall be in front of the meter.
   i. Storage size must be 100 kW as a minimum, or aggregated to this threshold.

d. Commercial Operation Date: EBCE has a preference for projects beginning deliveries by 2025 or as soon as possible.

e. Workforce Development: EBCE is committed to creating community benefits, which includes engaging a skilled and trained workforce. Workforce development and job training (e.g., local hiring and targeted hiring) are a requirement of the DAC-GT and CSGT programs. The following requirements apply:
   i. A detailed Workforce Development Plan must be included with offer submission as part of the Project Narrative, as described in Section 6: Required Information.

f. Pro Forma PPA Negotiation: If selected, Seller must be willing to execute the Pro Forma PPA without negotiation or modification apart from populating the Pro Forma PPA with Project-specific characteristics and information.

2. CSGT Eligibility

a. Location: The Project must be located in EBCE's service area and within a top 25% CalEnviroScreen 3.0 ~~(or the latest version)~~ or 4.0[3] designated census tract, and not more

[2] See https://oehha.ca.gov/calenviroscreen.
[3] See https://oehha.ca.gov/calenviroscreen.

than 5 miles away from the DAC census tracts in which subscribing customers reside. Projects with any portion of their site boundary intersecting a DAC census tract will be deemed to have met the requirement to be located in a DAC.

b. Eligible Resources:
    i. The Project must be a new, solar, RPS-eligible, in-front-of-the-meter generating facility with energy storage.
    ii. Facilities must be in compliance with the Green-e Energy National Standard. EBCE encourages new resources to apply for pre-certification. See more information on Green-e here: https://www.green-e.org/.
    iii. The Project must comply with the California Air Resources Board's Voluntary Renewable Electricity Program. For more information, see https://ww2.arb.ca.gov/our-work/programs/cap-and-trade-program/voluntary-renewable-electricity-program.
    iv. Behind-the-meter projects and nonrenewable technologies are not eligible.
    v. Resource adequacy only offers will not be accepted.
c. Project size: The project's nameplate solar capacity and the Seller's Contract Capacity shall be no larger than 1.5625 MW-AC and no smaller than 550 kW. All projects, regardless of size, shall be in front of the meter.
    i. Storage size must be 100 kW as a minimum, or aggregated to this threshold.
d. Commercial Operation Date: EBCE has a preference for projects beginning deliveries by 2025 or as soon as possible.
e. Permission to Operate (CSGT only): 25% of project capacity must be subscribed by eligible low-income residents prior to the resource declaring Commercial Operation Date. Commercial Operation Date acceptance will be withheld until subscriber requirements are met.[4]
f. Community Sponsorship (CSGT only): The Project must submit a letter of commitment from a non-profit community-based organization ("CBO"), local government agency, or school that would serve as a sponsor for the CSGT project.

    EBCE has engaged member Cities who are eligible to act as project sponsors, and respondents should reach out to Cities directly to discuss their projects and request a sponsorship letter should they like to discuss sponsorship with EBCE member Cities. However, project developers may choose to engage other eligible entities as sponsors as well.

Sponsor letters must contain, at a minimum:

    i. Demonstration of substantial interest of community members in subscribing to the Project;
    ii. Estimated number of subscribers, with justification to ensure Project is sized to likely demand;
    iii. A preliminary plan to conduct outreach and recruit subscribers (which may be conducted in conjunction with the developer and/or EBCE); and

[4]Pursuant to CPUC Decision 18-10-007 at p. 4.

iv. Siting preferences, including community-suggested host sites, and verification that the site chosen for the bid is consistent with community preference.

After project selection, EBCE will support City Sponsors to carry out outreach and subscribe eligible community members by creating electronic marketing material on the program's benefits, emailing marketing material to eligible customers, and providing electronic copies of materials to City Sponsors for distribution in a range of formats (electronic, paper, etc.) through their own distribution channels and partners using Marketing, Education and Outreach funds. If a respondent team includes only a non-City sponsor or sponsors, EBCE would provide Marketing, Education and Outreach funds for non-City sponsors to support the development of marketing materials and to conduct outreach activities.

EBCE will also support City Sponsors in enrollment for the program by creating co-branded online portals to collect and verify eligibility, enroll based on this data, and manage a program waitlist. If a respondent team includes only a non-City sponsor or sponsors, EBCE would provide an enrollment portal to support non-City sponsors' outreach and enrollment activities to collect customer information and verify eligibility, as well as enroll based on this data and manage a program waitlist.

g. Workforce Development: EBCE is committed to creating community benefits, which includes engaging a skilled and trained workforce. Workforce development and job training (e.g., local hiring and targeted hiring) are a requirement of the DAC-GT and CSGT programs. The following requirements apply:
    i. A detailed Workforce Development Plan must be included with offer submission as part of the Project Narrative, as outlined in the required forms section of this document.
h. Pro Forma PPA Negotiation: If selected, Seller must be willing to execute the Pro Forma PPA without negotiation or modification apart from populating the Pro Forma PPA with Project-specific characteristics and information.

b. Project Viability Requirements

i. Interconnection

Respondents submitting Offers for DAC-GT and CSGT projects must have, at the minimum, a completed and returned Phase I Impact Study, or equivalent, at the time of Offer submittal.

Respondents submitting Offers must remain active in the applicable interconnection queue until the project's required network updates have been completed. Respondents must provide any status updates and details as they are received in relation to interconnection and the related studies.

DAC-GT and CSGT projects will need to ensure they can participate in CAISO markets prior to contract start under any agreement executed with EBCE. No documentation is required to be submitted, though it may be requested.

Energy-Only Products

Respondents submitting Offers for energy-only products are not required to demonstrate deliverability.

Products Including Resource Adequacy (RA)

Respondents submitting product Offers that include RA are required to demonstrate that the project meets one of the conditions below:

1. A valid interconnection request for Partial or Full Capacity Deliverability Status has been submitted to the CAISO with a deliverability status that matches the Offer.
2. A valid interconnection request for Partial or Full Capacity Deliverability status where a Phase II report has been issued (or, for Cluster 14, is expected to be issued during the RFO evaluation period) and the project has maintained its request for Partial or Full Capacity Deliverability status.
3. Evidence of allocated or retained deliverability per the CAISO annual post Phase II deliverability allocation (TPD) process that indicates the project will be deliverable pursuant to the CAISO Tariff.
4. An executed Interconnection Agreement or Amendment to an Interconnection Agreement is in place and full effect reflecting, at a minimum, the offered deliverability status and evidence of retained deliverability per the CAISO's deliverability allocation process.
5. Documentation has been obtained that the project has received deliverability through the CAISO's Distributed Generation Deliverability (DGD) assessment process pursuant to the CAISO Tariff.

i. Site Control

Respondents attest they have secured site control for the entire delivery term of their Offer(s) to EBCE. Respondents must complete the required fields in the Facility Info tab of the Offer Form, as well as required narrative detail in the Project Narrative. Examples of site control include: (1) ownership of the site, a leasehold interest, or a right to develop a site for the purpose of constructing a generating facility; (2) an option to purchase or acquire a leasehold site for purposes of constructing a generating facility; and (3) any other arrangement that amounts to the same right to develop the property, in EBCE's sole discretion.

ii. Commencement of Commercial Operation Date

The project must be able to begin commercial operation and/or begin deliveries under the contract no later than April 1, 2025. EBCE prefers projects with earlier CODs.

c. Participation in Other Procurement

Respondents in this solicitation are allowed to offer their projects or products in other procurements provided that, upon shortlisting the Respondent will be required to execute an exclusivity agreement with EBCE for the shortlisted volume.

d. Participation in Future Solicitations

Products and projects that are not selected in this RFO may be offered again into future solicitations.

4. Evaluation Criteria and Selection Process

When Respondents have met the eligibility requirements described above, EBCE will employ the evaluation criteria described in this section to select or shortlist Offers, using quantitative and qualitative evaluation criteria to score projects. Eligible offers will be ranked in order of total score. EBCE will award PPAs to the highest-scoring projects in rank order, up to its available program capacity of

5.726 MW for DAC-GT and 1.5625 MW for CSGT. Evaluation criteria and weightings to be applied during the scoring process are described below.

Quantitative Evaluation Criteria: (weighting: 50%)

1. Project Economics

The sole quantitative evaluation criterion will be price.

Additionally, in accordance with Resolution E-4999, the DAC-GT and CSGT programs will utilize a cost containment mechanism; offers above the CPUC-determined price cap will not be considered. The CPUC-determined price cap is 200% of the maximum executed contract price in the previous Renewable Auction Mechanism's as-available peaking category or the previous Green Tariff, whichever is higher.

Qualitative Evaluation Criteria: (weighting: 50%)

1. Workforce Development Plan (weighting within category: DAC-GT: 40%, CSGT: 40%)

EBCE will prioritize projects demonstrating strong commitments to workforce development. Workforce Development Plans will be evaluated according to how well they align with the following best practices, adapted from the Low-Income Solar Policy Guide.[5] Workforce Development Plans that include payment of prevailing wage and Project Labor Agreements are also desirable.

- Outreach to community colleges, job training organizations, housing authorities and other entities that serve lower-income and minority populations;
- Hands-on training opportunities that prepare individuals for jobs in the industry;
- Tracking tools to analyze and track job placements or further training obtained;
- Inclusion of appropriate wrap-around services and soft skills development such as funding for childcare and transportation; professional skills like resume development and time management; and life skills including computer literacy and financial planning;
- Local hiring and procurement;
- Development of partnerships within the industry to promote hiring.

2. Community Sponsorship (CSGT only – weighting within category: 25%)

EBCE will take the strength of Community Sponsors' Letters of Commitment into consideration when evaluating projects. Commitment Letters must meet the requirements described in Section 3.A.2. above.

Letters that also demonstrate the following will be scored most highly:

- Clear outreach goals, including outreach strategies for reaching multi-lingual customers or those with limited access to the internet.

[5] Developed by GRID Alternatives, Vote Solar, and the Center for Social Inclusion, and available at https://www.lowincomesolar.org/best-practices/workforce-development/

- Evidence of interest from community members. Examples of evidence of interest might include things such as online signatures from community members who support hosting a project in their community, or simply attestation by the Community Sponsor that such interest exists.

3. Development Status and Prior Experience (weighting within category: DAC-GT: 60%, CSGT: 35%)

EBCE will assess Offers based on project development status, including but not limited to progress towards interconnection, deliverability, siting, zoning, permitting, and financing requirements. Additionally, EBCE will prioritize Offers from Respondents whose project development teams have previously completed at least one other project of a similar technology type and capacity and will prioritize projects located in the top 5% census tracts of disadvantaged communities per CalEnviroScreen 3.0 or 4.0. EBCE will also prioritize projects that leverage other government funding such as a state Community Services Department ("CSD") grants, or that provide evidence of support or endorsements from programs such as Transformative Climate Communities or other local climate initiatives.

5. Guidelines for Offer Development

a. Price

Respondents must submit Offers with their best and final price using the respective product tabs in the Offer Form contained in Attachments D. EBCE will not consider updated or "refreshed" price offers submitted after the Offer submittal deadline. The Product price must be stated in annual $/kWh and $/kW-month for the term of the PPA.

The price submitted for an Offer must include (1) all awards, subsidies, tax credits applicable to the Project; (2) any costs incurred by the Respondent, including any interconnection costs; (3) the acceptance of the non-price terms and conditions of the PPA; and (4) all other benefits the Respondent expects to apply.

b. Compliant Submission Specifications

All Offers must meet the following specifications in order to be considered for selection. Please ensure that Offers conform to the appropriate specifications for the project submitted. Any deviations from the following list will be treated as non-compliant and excluded from consideration.

Products	Energy, Energy Storage, Green Attributes, and Resource Adequacy (if applicable)
Location	The project must be physically located in and connecting electrically to a circuit, load, or substation within PG&E's service territory and located within EBCE's service area in an eligible DAC census tract. Projects with any portion of their site boundary intersecting a DAC census tract in EBCE's service area will be deemed to have met this locational requirement.
Term	Terms must be offered for 20 years.

Price	Prices must be offered at the project Pnode with a 0% annual escalator, and must be stated in annual $/kWh (energy) and $/kW-month (storage). The price submitted for an Offer must include (1) all awards, subsidies, tax credits applicable to the Project; (2) any costs incurred by the Respondent including any interconnection costs; (3) the acceptance of the non-price terms and conditions of the PPA; and (4) all other benefits the Respondent expects to apply.
Installed Capacity (MW)	Solar For DAC-GT, nameplate capacity no less than 500 kW and no greater than 5.726 MW-AC. For CSGT, nameplate capacity no less than 550 kW and no greater than 1.5625 MW-AC. Paired Storage For both DAC-GT and CSGT, 0.5C-rated battery with ability to shift the maximum solar energy generated to afternoon peak hours.
Expected Commercial Operation Date (COD)	On or prior to April 1, 2025.
Scheduling Coordinator	EBCE will serve as the scheduling coordinator.
Ownership	All projects will be owned by the Respondent, with EBCE contracting the output of the resource for the duration of the term.
Number of Offers	An "Offer" refers to the submission of all required information and details of any additional variations for one product from one site. Respondents may submit alternative configurations, durations, or pricing schemes. Respondents are not limited in either the number of Offers they may submit or the number of variations they may submit for any one Offer.
Site Control	Respondents attest they have secured site control for the entire delivery term of their Offer(s) to EBCE.
Interconnection	Respondents submitting Offers for DAC-GT and CSGT projects must have, at the minimum, a completed and returned Phase I Impact Study, or equivalent, at the time of Offer submittal.
Workforce Development	Respondents must submit a Workforce Development Plan.
Community Sponsor Commitment Letter (CSGT only)	Respondents must submit a Letter of Commitment from an eligible Community Sponsor.

c. Collateral Requirements

The collateral requirements associated with each project type are described below.

Project Type	Project Development Security or Pre-Delivery Term Security	Delivery Term Performance Security
DAC-GT Projects with Contract Capacity less than or equal to three (3) MW	$50/kW of Contract Capacity	$60/kW of Contract Capacity
DAC-GT Projects with Contract Capacity greater than three (3) MW	$60/kW of Contract Capacity	$60/kW of Contract Capacity
CSGT Projects	$50/kW of Contract Capacity	$60/kW of Contract Capacity

6. Required Information

a. Submission Overview

All information submittals related to this RFO must be made via the Respondent's unique Dropbox submission folder; in order to receive a Dropbox folder, Respondents must submit an NOI via 2022communitysolarrfo@ebce.org. All questions from bidders shall also be submitted to 2022communitysolarrfo@ebce.org. Offers are due per the **Expected Schedule.** Offers must include all documents described in this section.

b. Required Forms

The following documents must be completed and submitted to constitute a complete Offer to this solicitation for each program (DAC-GT or CSGT). The relevant documents are included as Attachments to this solicitation and noted below. Submissions must include the following attachments, as detailed in the sections following:

i. Participation Agreement (Attachment B)
ii. Project Narrative, including Workforce Development Plan (for DAC-GT and CSGT) and Community Sponsor Letter of Commitment (for CSGT only) (Attachment C)
iii. Completed Offer Form (Attachment D)
iv. Completed PPA (Attachment E.1 and/or E.2)
v. Interconnection Studies
vi. Site Map

1. **Participation Agreement** (Attachment B)
    - Respondent must have a duly authorized officer of the Respondent entity execute the agreement.
        a. *Note: The Participation Agreement covers all requested information, including Respondent attestation to the truthfulness of project details. Submitting a falsified Participation Agreement will result in forfeiture of shortlist deposit or other collateral and elimination from the RFO.*
    - File Format: PDF

- File Name: *RFO Participation Agreement_RespondentCompanyName Program (DAC-GT or CSGT)*

2. **Project Narrative** (Attachment C)
   - Respondents should submit a brief narrative of the proposed project and vendor qualifications. This narrative will be primarily used as a reference for specific project details that are not fully captured in the Offer Form templates and for further assessment of proposals.
   - The project narrative must include the following sections in the order listed below:
     a. Project summary
        - Brief summary of project including program offered under (GT or CSGT), location, sizing, and any relevant high-level details (1-2 paragraphs)

     b. Project details summary table
        - Should include project name, location city and county, *census tract, census tract DAC classification and DAC designation (3.0, 4.0) if applicable,* capacity size, energy sizing (duration), COD, and pricing ($/kWh and $/kW-month)

     c. Detailed site description
        - Detailed description of the current land use of the project footprint, including a detailed site map including DAC designation and borders.
        - Describe the project's proposed interconnection, including proximity to transmission interconnection and any new interconnection facilities that would need to be built

     d. Project risk
        - Brief overview of project risks, particularly related to status of:
          - Project interconnection
          - Site control and permitting
          - Environmental zoning, studies, and permitting
          - Supply chain
          - Financing

     e. Community experience
        - Describe what benefits the project provides the community in which it is located, including EBCE member agency partnership or co-investment, and grant eligibility
        - Describe completed or planned community outreach and communications strategy
        - Describe bidder's previous experience in community engagement, either in the community in which the project is located, or others

     f. Developer experience
        - Brief description of developer experience, particularly as related to previously completed projects of a similar scope and scale
        - Brief description of developer presence and experience in EBCE service area

     g. Workforce Development Plan
        - Description of how workforce development and job training will be incorporated into project development efforts, including how the project meets the Workforce Development Plan evaluation criteria described in **Section 4: Evaluation Criteria and Selection Process.**

h. Offer variants
    - Description of additional variants the Respondent would like EBCE to consider.
    - If the Seller would like to propose offer variants beyond the one proposed in the Offer Form Template, these variants may be described in text in this section. These additional variants may not be submitted as offer form templates and will not be evaluated in the quantitative evaluation phase but may be assessed f
    - or additive value if the initial proposal is chosen for shortlisting consideration.
        - Alternative offers that might be proposed in this section include distinct CODs, alternative pricing schemes, alternative SC arrangements, or any other arrangements that may provide additional value.

i. For CS-GT projects only, the project must attach the sponsor Letter of Commitment, as referred to in **Section 3: Eligibility**, which must contain at minimum:
    - Demonstration of substantial interest of community members in subscribing to Project;
    - Estimated number of subscribers, with justification to ensure Project is sized to likely demand;
    - A preliminary plan to conduct outreach and recruit subscribers, including monolingual and hard to reach customers, (which may be conducted in conjunction with the developer and/or EBCE); and
    - Siting preferences, including community-suggested host sites, and verification that the site chosen for the bid is consistent with community preference.

- File Format: Word or PDF
- File Name: *Project Narrative_RespondentCompanyName _Program (DAC-GT or CSGT)*

3. **Completed Offer Form** (Attachment D)
    - Please provide all applicable information requested in the Offer Form tabs for the product(s) offered at each unique site and under each program (GT, CSGT). In the event that multiple sites are offered, a unique Offer Form must be completed for each site. In the event that both programs are offered, a unique Offer Form must be completed for each program.
    - File Format: Microsoft Excel
    - File Name: *Offer Form #_ RespondentCompanyName_SiteName_Program (DAC-GT or CSGT)*
4. **Completed PPA(s)** (Attachment E.1, E.2)
    - EBCE is including the Pro Forma PPA that EBCE intends to use as the basis for contracting with successful Sellers.
    - The Pro Forma PPA is the same for all counterparties, and EBCE will only accept changes to the Pro Forma PPA related to Project-specific characteristics and information.
    - File Format: Word
    - File Name: *ProFormaPPA_RespondentCompanyName_Redlines _Program (DAC-GT or CSGT)*

5. **Interconnection Studies** (if applicable)
    - Most recent interconnection study results (Phase I or II, or equivalent)
        a. *Note: If project receives Phase II report or any reassessment/update during the RFO evaluation process, Respondent must update EBCE and provide report.*
    - If applicable, documentation that the project has obtained FCDS, PCDS, or is in the process of obtaining that deliverability. Evidence may be provided in one of these forms:
        a. An executed Interconnection Agreement or Amendment to an Interconnection Agreement that reflects the deliverability status;
        b. A completed deliverability assessment in the annual process that indicates the project is deliverable pursuant to the CAISO Tariff;
        c. Documentation that the project has received deliverability through the CIASO's Deliverability for Distribution pursuant to the CAISO Tariff; or
    - File Format: Word or PDF
    - File Name: *DocumentName_RespondentCompanyName_SiteName _Program (DAC-GT or CSGT)*
6. **Site Map**
    - Respondents must provide a high-resolution map showing the site location and key project facilities. The map should show:
        a. the project boundary
        b. generation-tie route from the project to the first point of interconnection with the electric grid.
        c. Locations of DAC census tracts within the project side boundary

        More detailed site plans or site designs are acceptable.
    - File Format: Option between (1) PDF, (2) Google kml/kmz, (3) ESRI geodatabase (mdb or gdb), (4) shapefile with a file extension .shp plus at least the three supporting files (.shx, .dbf, .sbn).
    - File Name: *Site Map_RespondentCompanyName_SiteName _Program (DAC-GT or CSGT)*

7. Communications

EBCE has developed a solicitation website at www.ebce.org/solicitations/ where all RFO documents, information, announcements, and Q&A will be posted and made publicly available.

To promote efficiency and accuracy in communications, all Respondents must submit any inquiries via email to 2022communitysolarrfo@ebce.org. EBCE will not respond to any material questions submitted after the final question deadline in the **Expected Schedule**. All answers will be compiled into a document and posted to the RFO website per the **Expected Schedule**. EBCE reserves the right to combine, rephrase, or not respond to some questions.

8. Respondent Representations

By submitting an Offer, Respondent agrees to be bound by the conditions of the RFO Protocol, and makes the following representations, warranties, and covenants to EBCE, which representations, warranties, and covenants will be deemed to be incorporated in their entirety into each of Respondent's submittals and are deemed to be material to EBCE's consideration of the proposals:

1. Respondent agrees that EBCE is not liable to any Respondent or party in law or equity for any reason whatsoever for any acts or omissions arising out of or in conjunction with this request for

submittals and that Respondent has no legal recourse against EBCE, its Members, EBCE's directors, officers, employees, and agents for rejection of their submittal(s).

2. Respondent acknowledges that it has had the opportunity to seek independent legal and financial advice of its own choosing with respect to this RFO and agrees to be bound by the terms and specifications of this RFO and any addenda subsequently issued prior to the due date of the submittal.
3. Respondent has obtained all necessary authorizations, approvals, and waivers, if any, required by Respondent to submit its bid pursuant to the terms of this RFO and to enter into a final agreement with EBCE.
4. Respondent acknowledges that EBCE reserves the right to enter into transactions with more than one Respondent, can choose not to proceed with any Respondent with respect to one or more Offer, and can choose to suspend this RFO or issue a new RFO that would supersede and replace this RFO.
5. Respondent warrants that it has no employees in its employ who in any capacity have a position at EBCE that enable them to influence the selection of a Respondent or any competing RFO, nor does Respondent have in its employ any EBCE Director, including any Regular or Alternating Directors (collectively "EBCE Director") or EBCE employee who is the spouse or economic dependent of such an EBCE employee. A list of current EBCE Directors can be found on the EBCE's website (https://ebce.org/who-we-are/). This list may be updated from time to time.
6. Respondent's submission complies with all applicable laws.
7. Respondent warrants that all information submitted by Respondent to EBCE in connection with this RFO is true and accurate as of the date of the Respondent's submission. Respondent also covenants that it will properly update any submitted information immediately upon any material change thereto.
8. Respondent acknowledges and accepts that EBCE does not intend to provide collateral or performance security in connection with any PPA.

9. Termination of RFO-Related Matters

EBCE reserves the right at any time, in its sole discretion, to terminate the RFO without prior notification to Respondents and without liability of any kind. Grounds for termination may include, without limitation, that no Offers are deemed cost competitive or as a result of an inability to reach final commercial agreement between parties.

In the event of termination of the RFO for any reason, EBCE will not reimburse Respondents for any expenses incurred in relation to the RFO.

10. Attachments

The following Attachments will be hosted on the RFO webpage at https://ebce.org/solicitations/ and hereby made part of this RFO.

- Attachment A: Notice of Intent to Offer (Online Form)
- Attachment B: RFO Participation Agreement (Word)
- Attachment C: Project Narrative Template (Word)
- Attachment D: DAC-GT and CSGT Offer Form (Excel)
- Attachment E.1: DAC-GT Pro Forma PPA (Word)

- Attachment E.2: CSGT Pro Forma PPA (Word)
- Attachment F: Disadvantaged Community Census Tracts (PDF)

APPENDIX F

Solicitation Protocol (Clean)

East Bay Community Energy

Disadvantaged Community & Community Solar Green Tariff

Request for Offers

Version Date: January 19, 2023

Issuance Date: December 2, 2022

Final Response Deadline: March 2, 2023

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1. Overview

a. Purpose

East Bay Community Energy ("EBCE") is soliciting competitive proposals for the sale and purchase of renewable energy and energy storage up to EBCE's program capacity allocations for both the Disadvantaged Communities Green Tariff ("DAC-GT") and Community Solar Green Tariff ("CSGT") programs, consistent with the terms and provisions in this Request for Offers ("RFO"). Note that EBCE may in program marketing materials refer to DAC-GT as "EBCE Solar Discount Program" and CSGT as "EBCE Community Solar Discount Program."

b. Background

EBCE is a Joint Powers Authority formed on December 1, 2016, pursuant to California Government Code §§ 6500 et. seq. On August 10, 2017, EBCE filed its Community Choice Aggregator ("CCA") Implementation Plan with the California Public Utilities Commission ("CPUC"). On September 7, 2017, the CPUC provided PG&E notice of the receipt of EBCE's Implementation Plan, and on November 8, 2017, the CPUC certified EBCE's Implementation Plan. EBCE began serving commercial, industrial, and municipal customers in June 2018, and began serving residential customers in November 2018. EBCE currently serves the County of Alameda, and each of the following cities incorporated therein: Albany, Berkeley, Dublin, Emeryville, Fremont, Hayward, Livermore, Oakland, Piedmont, San Leandro, and Union City. In April 2021, the cities of Newark, Pleasanton and Tracy joined EBCE's service territory. The city of Tracy is located in San Joaquin County. In 2024, EBCE will expand to serve the City of Stockton, also located in San Joaquin County.

c. Objectives

EBCE is issuing this RFO to procure up to 5.726 MW for the DAC-GT program and 1.5625 MW for the CSGT program, as authorized in CPUC Resolution E-5124.[1] Note that this amount is in aggregate, and EBCE may select more than one project to reach these totals.

EBCE seeks Offers for the sales of RPS-eligible energy with a tolling agreement for a contract term of 20 years.

EBCE seeks energy, energy storage and related products from new construction resources located in its current service area. EBCE prefers deliveries beginning as soon as possible, particularly for the CSGT program. Eligibility and preferences are described in greater detail in **Section 3: Eligibility** and **Section 4: Evaluation Criteria and Selection Process**.

[1] Resolution E-5124, available at https://docs.cpuc.ca.gov/PublishedDocs/Published/G000/M378/K421/378421442.PDF, approved an allocation to EBCE of 5.726 MW for DAC-GT and 1.5625 MW for CSGT; however, the Resolution also permitted CCAs to solicit above this amount as a practical matter, provided that costs related to surplus capacity are paid for by EBCE at the full contract price and recovered from EBCE's generation rate base. EBCE does not intend to procure above its allocated program capacity at this time.

d. Expected Schedule

The RFO schedule is subject to change at EBCE's discretion and EBCE will attempt to notify RFO Respondents of any schedule changes via email. Any changes will also be reflected on the RFO webpage https://ebce.org/solicitations/. EBCE bears no liability or responsibility to any Respondent for any change in the schedule or for failing to provide notice of any change.

The expected schedule for this RFO is as follows; all time listed in **Pacific Prevailing Time (PPT).**

Expected DAC-GT and CSGT Program RFO Schedule

Date /Time	Event
Ongoing	Respondents may register online to receive notices regarding the RFO.
December 2, 2022	**Issuance.** EBCE issues RFO.
January 12, 2022	**CSGT Event.** "Meet-and-Greet" for Prospective Community Sponsors and Solar Project Developers at 11 a.m. PPT.
January 18, 2022	**Webinar.** Respondent Webinar for RFO at 2:00 p.m. PPT.
January 23, 2023	**Final Questions due by 6:00 p.m. PPT.** Final deadline to submit questions.
January 30, 2022	**Final Q&A Posted.** EBCE to post Q&A document.
February 3, 2023	**Notice of Intent to Offer due by 5:00 p.m. PPT.** Final deadline to submit NOI.
March 2, 2023	**DAC-GT and CSGT Offers due by 5:00 p.m. PPT.** Offers, including all required files and related information, must be submitted via Dropbox.
April 3, 2023	**DAC-GT and CSGT Selection.** Anticipated date EBCE will notify Sellers via email of selection or waitlist status. EBCE may select Offers according to the eligibility and evaluation criteria described in Sections 3 and 4.
April 21, 2023	**Advice Letter Filing of Executed PPAs.** Anticipated date EBCE will submit DAC-GT and CSGT PPAs for CPUC Approval via Tier 2 advice letter.
May 17, 2023	**Presentation to EBCE Board.** Target date for approval of DAC-GT and CSGT Offers by EBCE Board of Directors.
May 31, 2023	**Standard Contracts Sent.** Anticipated date EBCE will send standard contract for execution to all Sellers.
June 10, 2023	**Target Execution Date.** Seller submittal of executed standard contract for DAC-GT and CSGT. Effectiveness date will be contingent upon CPUC Approval.

e. RFO Process

By responding to this RFO, Respondents agree to be bound by all terms and conditions of the RFO including any changes or supplements that may be issued by EBCE.

Webinar: EBCE will hold a Respondent Webinar to review key information in this protocol related to the solicitation and form agreement terms. Attendance is not mandatory. Meeting information will be provided in January.

"Meet-and-Greet" with Solar Developers and Prospective Community Sponsors (CSGT program only): As Community Sponsorship is a requirement of the CSGT program, EBCE will help facilitate partnerships between our member Cities as potential Sponsors and solar project developers. Respondents are

welcome to participate in a "meet-and-greet" event with member City contacts. Participation is not required. Meeting information will be provided in January.

Respondents are also welcomed to reach out to member City contacts to discuss sponsorship directly via email:

- City of Hayward:
  Erik Pearson, AICP
  Environmental Services Manager
  erik.pearson@hayward-ca.gov

- City of Oakland:
  Daniel L. Hamilton
  Sustainability and Resilience Director
  Dhamilton2@oaklandca.gov

- City of San Leandro:
  Hoi-Fei Mok, PhD
  Pronouns: they/them
  Sustainability Manager
  hfmok@sanleandro.org

Notice of Intent to Offer: All Respondents who wish to submit Offers must complete and submit a Notice of Intent to Offer ("NOI") to 2022communitysolarrfo@ebce.org in order to receive a unique submission folder link on Dropbox. EBCE will provide a submission folder link within two business days of NOI being returned. NOI must be submitted per the schedule listed in the **Expected Schedule**; early submission is welcomed.

Offers Due: Offers must be submitted via the Respondent-specific Dropbox folder that will be designated and shared upon return of a completed NOI and after the NOI deadline. Offers are due per the schedule listed in **Expected Schedule**. Offers must include all documents described in **Section 6: Required Information**.

Offer Selection: EBCE will evaluate Offers in accordance with the eligibility requirements described in **Section 3: Eligibility** and the terms described in **Section 4: Evaluation Criteria and Selection Process.**

Presentation to Board: EBCE will present contracts for transactions it hopes to execute to its Board of Directors in advance of execution. Confidential terms, including pricing and other market sensitive terms, will be redacted for public review.

Execution of Contracts: Execution of contract will require review and approval by the CPUC of the proposed contract before EBCE can execute the contract with the selected respondent(s). EBCE will seek to execute contracts following Board approval of proposed transactions. In the event that the Board requires additional information related to any transaction, those transactions will be held/their execution will be delayed. EBCE maintains the right to execute some agreements along an earlier or later timeline if commercial terms are agreed to faster or slower than described in the RFO schedule.

f. Supplier Diversity

Pursuant to California Senate Bill 255, Community Choice Aggregators (CCAs) are required to report to the California Public Utilities Commission on their diverse suppliers, as defined by CPUC General Order 156. Consistent with the California Public Utilities Code and California Public Utilities Commission policy objectives, Respondents that execute a PPA with EBCE will be required to complete a Supplier Diversity questionnaire. EBCE will not consider race, sex, color, ethnicity, or national origin in procurement decisions; providing such information in an Offer will not impact the selection process or good standing of executed PPAs.

EBCE encourages all eligible parties to get certified with the CPUC as a woman, minority, disabled veteran and/or LGBT owned business enterprise (WMDVLGBTBE).

For overview information on the CPUC Supplier Diversity Program, please visit the program homepage (https://www.cpuc.ca.gov/supplierdiversity/). For information on the certification process and requirements, please visit the Certifications page (https://www.cpuc.ca.gov/Certifications/).

g. No Obligation for EBCE to Enter into A PPA/Rejection of Offers/Modification of RFO Terms

This RFO does not constitute an offer to buy from EBCE and creates no obligation for EBCE to execute any PPA or enter into any transaction as a result of the RFO. EBCE retains the right at its sole discretion to reject any Offer at any time for any reason whatsoever prior to execution of a PPA, including on the grounds that such Offer does not conform with the terms and conditions of the RFO or that such Offer is not competitive or appears to be the result of market manipulation.

EBCE retains the right to modify this RFO and/or its form Term Sheets and/or form PPAs as it deems appropriate to implement the RFO, comply with applicable laws, or best meet the organization's evolving understanding of its procurement needs.

EBCE will not be liable in any way by reason of such withdrawal, rejection, suspension, delay, or termination to any RFO Respondent, whether submitting an Offer or not.

2. RFO Goals

EBCE seeks to procure up to 5.726 MW of solar resources for DAC-GT and 1.5625 MW for CSGT paired with energy storage. Pursuant to CPUC Resolution E-5124, EBCE's program capacity has been allocated based on the proportional share of EBCE residential customers located in DACs.

All projects, regardless of program, must be located within a DAC-eligible census tract within EBCE's service area. These census tracts are provided for initial reference by respondents in Attachment F, but eligibility must be confirmed independently by respondents. Additional eligibility criteria apply and are described below.

3. Eligibility

All Offers must meet the project design and viability requirements detailed in each of the following sections. Some of this information will be captured in relevant fields within the Offer Form(s). Some of

this information must be provided in a written Project Narrative detailing the project site; instructions for the Project Narrative are detailed in **Section 6: Required Information** and in Attachment C.

Respondents attest that all eligibility requirements are met and acknowledge that EBCE retains the right to request documentation at any time to verify project details or status.

a. Project Design Requirements

1. DAC-GT Eligibility

a. Location: The Project must be located in EBCE's service area and within a top 25% CalEnviroScreen 3.0 or 4.0[2] designated census tract. Projects with any portion of their site boundary intersecting a DAC census tract will be deemed to have met this locational requirement.

b. Eligible Resources:
   i. The Project must be a new solar, Renewable Portfolio Standard ("RPS")-eligible, in-front-of-the-meter generating facility with energy storage.
   ii. Facilities must be in compliance with the Green-e Energy National Standard. EBCE encourages new resources to apply for pre-certification.
   iii. The Project must comply with the California Air Resources Board's Voluntary Renewable Electricity Program. For more information, see https://ww2.arb.ca.gov/our-work/programs/cap-and-trade-program/voluntary-renewable-electricity-program.
   iv. Behind-the-meter projects and nonrenewable technologies are not eligible.
   v. Resource adequacy only offers will not be accepted.

c. Project size: The project's solar nameplate capacity and the offer's Contract Capacity shall be no smaller than 500 kW and no larger than 5.726 MW-AC. All projects, regardless of size, shall be in front of the meter.
   i. Storage size must be 100 kW as a minimum, or aggregated to this threshold.

d. Commercial Operation Date: EBCE has a preference for projects beginning deliveries by 2025 or as soon as possible.

e. Workforce Development: EBCE is committed to creating community benefits, which includes engaging a skilled and trained workforce. Workforce development and job training (e.g., local hiring and targeted hiring) are a requirement of the DAC-GT and CSGT programs. The following requirements apply:
   i. A detailed Workforce Development Plan must be included with offer submission as part of the Project Narrative, as described in Section 6: Required Information.

f. Pro Forma PPA Negotiation: If selected, Seller must be willing to execute the Pro Forma PPA without negotiation or modification apart from populating the Pro Forma PPA with Project-specific characteristics and information.

2. CSGT Eligibility

a. Location: The Project must be located in EBCE's service area and within a top 25% CalEnviroScreen 3.0 or 4.0[3] designated census tract, and not more than 5 miles away

[2] See https://oehha.ca.gov/calenviroscreen.
[3] See https://oehha.ca.gov/calenviroscreen.

from the DAC census tracts in which subscribing customers reside. Projects with any portion of their site boundary intersecting a DAC census tract will be deemed to have met the requirement to be located in a DAC.

b. Eligible Resources:
    i. The Project must be a new, solar, RPS-eligible, in-front-of-the-meter generating facility with energy storage.
    ii. Facilities must be in compliance with the Green-e Energy National Standard. EBCE encourages new resources to apply for pre-certification. See more information on Green-e here: https://www.green-e.org/.
    iii. The Project must comply with the California Air Resources Board's Voluntary Renewable Electricity Program. For more information, see https://ww2.arb.ca.gov/our-work/programs/cap-and-trade-program/voluntary-renewable-electricity-program.
    iv. Behind-the-meter projects and nonrenewable technologies are not eligible.
    v. Resource adequacy only offers will not be accepted.
c. Project size: The project's nameplate solar capacity and the Seller's Contract Capacity shall be no larger than 1.5625 MW-AC and no smaller than 550 kW. All projects, regardless of size, shall be in front of the meter.
    i. Storage size must be 100 kW as a minimum, or aggregated to this threshold.
d. Commercial Operation Date: EBCE has a preference for projects beginning deliveries by 2025 or as soon as possible.
e. Permission to Operate (CSGT only): 25% of project capacity must be subscribed by eligible low-income residents prior to the resource declaring Commercial Operation Date. Commercial Operation Date acceptance will be withheld until subscriber requirements are met.[4]
f. Community Sponsorship (CSGT only): The Project must submit a letter of commitment from a non-profit community-based organization ("CBO"), local government agency, or school that would serve as a sponsor for the CSGT project.

    EBCE has engaged member Cities who are eligible to act as project sponsors, and respondents should reach out to Cities directly to discuss their projects and request a sponsorship letter should they like to discuss sponsorship with EBCE member Cities. However, project developers may choose to engage other eligible entities as sponsors as well.

Sponsor letters must contain, at a minimum:

    i. Demonstration of substantial interest of community members in subscribing to the Project;
    ii. Estimated number of subscribers, with justification to ensure Project is sized to likely demand;
    iii. A preliminary plan to conduct outreach and recruit subscribers (which may be conducted in conjunction with the developer and/or EBCE); and

[4]Pursuant to CPUC Decision 18-10-007 at p. 4.

iv. Siting preferences, including community-suggested host sites, and verification that the site chosen for the bid is consistent with community preference.

After project selection, EBCE will support City Sponsors to carry out outreach and subscribe eligible community members by creating electronic marketing material on the program's benefits, emailing marketing material to eligible customers, and providing electronic copies of materials to City Sponsors for distribution in a range of formats (electronic, paper, etc.) through their own distribution channels and partners using Marketing, Education and Outreach funds. If a respondent team includes only a non-City sponsor or sponsors, EBCE would provide Marketing, Education and Outreach funds for non-City sponsors to support the development of marketing materials and to conduct outreach activities.

EBCE will also support City Sponsors in enrollment for the program by creating co-branded online portals to collect and verify eligibility, enroll based on this data, and manage a program waitlist. If a respondent team includes only a non-City sponsor or sponsors, EBCE would provide an enrollment portal to support non-City sponsors' outreach and enrollment activities to collect customer information and verify eligibility, as well as enroll based on this data and manage a program waitlist.

g. Workforce Development: EBCE is committed to creating community benefits, which includes engaging a skilled and trained workforce. Workforce development and job training (e.g., local hiring and targeted hiring) are a requirement of the DAC-GT and CSGT programs. The following requirements apply:
    i. A detailed Workforce Development Plan must be included with offer submission as part of the Project Narrative, as outlined in the required forms section of this document.
h. Pro Forma PPA Negotiation: If selected, Seller must be willing to execute the Pro Forma PPA without negotiation or modification apart from populating the Pro Forma PPA with Project-specific characteristics and information.

b. Project Viability Requirements

i. Interconnection

Respondents submitting Offers for DAC-GT and CSGT projects must have, at the minimum, a completed and returned Phase I Impact Study, or equivalent, at the time of Offer submittal.

Respondents submitting Offers must remain active in the applicable interconnection queue until the project's required network updates have been completed. Respondents must provide any status updates and details as they are received in relation to interconnection and the related studies.

DAC-GT and CSGT projects will need to ensure they can participate in CAISO markets prior to contract start under any agreement executed with EBCE. No documentation is required to be submitted, though it may be requested.

Energy-Only Products

Respondents submitting Offers for energy-only products are not required to demonstrate deliverability.

Products Including Resource Adequacy (RA)

Respondents submitting product Offers that include RA are required to demonstrate that the project meets one of the conditions below:

1. A valid interconnection request for Partial or Full Capacity Deliverability Status has been submitted to the CAISO with a deliverability status that matches the Offer.
2. A valid interconnection request for Partial or Full Capacity Deliverability status where a Phase II report has been issued (or, for Cluster 14, is expected to be issued during the RFO evaluation period) and the project has maintained its request for Partial or Full Capacity Deliverability status.
3. Evidence of allocated or retained deliverability per the CAISO annual post Phase II deliverability allocation (TPD) process that indicates the project will be deliverable pursuant to the CAISO Tariff.
4. An executed Interconnection Agreement or Amendment to an Interconnection Agreement is in place and full effect reflecting, at a minimum, the offered deliverability status and evidence of retained deliverability per the CAISO's deliverability allocation process.
5. Documentation has been obtained that the project has received deliverability through the CAISO's Distributed Generation Deliverability (DGD) assessment process pursuant to the CAISO Tariff.

i. Site Control

Respondents attest they have secured site control for the entire delivery term of their Offer(s) to EBCE. Respondents must complete the required fields in the Facility Info tab of the Offer Form, as well as required narrative detail in the Project Narrative. Examples of site control include: (1) ownership of the site, a leasehold interest, or a right to develop a site for the purpose of constructing a generating facility; (2) an option to purchase or acquire a leasehold site for purposes of constructing a generating facility; and (3) any other arrangement that amounts to the same right to develop the property, in EBCE's sole discretion.

ii. Commencement of Commercial Operation Date

The project must be able to begin commercial operation and/or begin deliveries under the contract no later than April 1, 2025. EBCE prefers projects with earlier CODs.

c. Participation in Other Procurement

Respondents in this solicitation are allowed to offer their projects or products in other procurements provided that, upon shortlisting the Respondent will be required to execute an exclusivity agreement with EBCE for the shortlisted volume.

d. Participation in Future Solicitations

Products and projects that are not selected in this RFO may be offered again into future solicitations.

4. Evaluation Criteria and Selection Process

When Respondents have met the eligibility requirements described above, EBCE will employ the evaluation criteria described in this section to select or shortlist Offers, using quantitative and qualitative evaluation criteria to score projects. Eligible offers will be ranked in order of total score. EBCE will award PPAs to the highest-scoring projects in rank order, up to its available program capacity of

5.726 MW for DAC-GT and 1.5625 MW for CSGT. Evaluation criteria and weightings to be applied during the scoring process are described below.

Quantitative Evaluation Criteria: (weighting: 50%)

1. Project Economics

The sole quantitative evaluation criterion will be price.

Additionally, in accordance with Resolution E-4999, the DAC-GT and CSGT programs will utilize a cost containment mechanism; offers above the CPUC-determined price cap will not be considered. The CPUC-determined price cap is 200% of the maximum executed contract price in the previous Renewable Auction Mechanism's as-available peaking category or the previous Green Tariff, whichever is higher.

Qualitative Evaluation Criteria: (weighting: 50%)

1. Workforce Development Plan (weighting within category: DAC-GT: 40%, CSGT: 40%)

EBCE will prioritize projects demonstrating strong commitments to workforce development. Workforce Development Plans will be evaluated according to how well they align with the following best practices, adapted from the Low-Income Solar Policy Guide.[5] Workforce Development Plans that include payment of prevailing wage and Project Labor Agreements are also desirable.

- Outreach to community colleges, job training organizations, housing authorities and other entities that serve lower-income and minority populations;
- Hands-on training opportunities that prepare individuals for jobs in the industry;
- Tracking tools to analyze and track job placements or further training obtained;
- Inclusion of appropriate wrap-around services and soft skills development such as funding for childcare and transportation; professional skills like resume development and time management; and life skills including computer literacy and financial planning;
- Local hiring and procurement;
- Development of partnerships within the industry to promote hiring.

2. Community Sponsorship (CSGT only – weighting within category: 25%)

EBCE will take the strength of Community Sponsors' Letters of Commitment into consideration when evaluating projects. Commitment Letters must meet the requirements described in Section 3.A.2. above.

Letters that also demonstrate the following will be scored most highly:

- Clear outreach goals, including outreach strategies for reaching multi-lingual customers or those with limited access to the internet.

[5] Developed by GRID Alternatives, Vote Solar, and the Center for Social Inclusion, and available at https://www.lowincomesolar.org/best-practices/workforce-development/

- Evidence of interest from community members. Examples of evidence of interest might include things such as online signatures from community members who support hosting a project in their community, or simply attestation by the Community Sponsor that such interest exists.

3. Development Status and Prior Experience (weighting within category: DAC-GT: 60%, CSGT: 35%)

EBCE will assess Offers based on project development status, including but not limited to progress towards interconnection, deliverability, siting, zoning, permitting, and financing requirements. Additionally, EBCE will prioritize Offers from Respondents whose project development teams have previously completed at least one other project of a similar technology type and capacity and will prioritize projects located in the top 5% census tracts of disadvantaged communities per CalEnviroScreen 3.0 or 4.0. EBCE will also prioritize projects that leverage other government funding such as a state Community Services Department ("CSD") grants, or that provide evidence of support or endorsements from programs such as Transformative Climate Communities or other local climate initiatives.

5. Guidelines for Offer Development

a. Price

Respondents must submit Offers with their best and final price using the respective product tabs in the Offer Form contained in Attachments D. EBCE will not consider updated or "refreshed" price offers submitted after the Offer submittal deadline. The Product price must be stated in annual $/kWh and $/kW-month for the term of the PPA.

The price submitted for an Offer must include (1) all awards, subsidies, tax credits applicable to the Project; (2) any costs incurred by the Respondent, including any interconnection costs; (3) the acceptance of the non-price terms and conditions of the PPA; and (4) all other benefits the Respondent expects to apply.

b. Compliant Submission Specifications

All Offers must meet the following specifications in order to be considered for selection. Please ensure that Offers conform to the appropriate specifications for the project submitted. Any deviations from the following list will be treated as non-compliant and excluded from consideration.

Products	Energy, Energy Storage, Green Attributes, and Resource Adequacy (if applicable)
Location	The project must be physically located in and connecting electrically to a circuit, load, or substation within PG&E's service territory and located within EBCE's service area in an eligible DAC census tract. Projects with any portion of their site boundary intersecting a DAC census tract in EBCE's service area will be deemed to have met this locational requirement.
Term	Terms must be offered for 20 years.

Price	Prices must be offered at the project Pnode with a 0% annual escalator, and must be stated in annual $/kWh (energy) and $/kW-month (storage). The price submitted for an Offer must include (1) all awards, subsidies, tax credits applicable to the Project; (2) any costs incurred by the Respondent including any interconnection costs; (3) the acceptance of the non-price terms and conditions of the PPA; and (4) all other benefits the Respondent expects to apply.
Installed Capacity (MW)	Solar For DAC-GT, nameplate capacity no less than 500 kW and no greater than 5.726 MW-AC. For CSGT, nameplate capacity no less than 550 kW and no greater than 1.5625 MW-AC. Paired Storage For both DAC-GT and CSGT, 0.5C-rated battery with ability to shift the maximum solar energy generated to afternoon peak hours.
Expected Commercial Operation Date (COD)	On or prior to April 1, 2025.
Scheduling Coordinator	EBCE will serve as the scheduling coordinator.
Ownership	All projects will be owned by the Respondent, with EBCE contracting the output of the resource for the duration of the term.
Number of Offers	An "Offer" refers to the submission of all required information and details of any additional variations for one product from one site. Respondents may submit alternative configurations, durations, or pricing schemes. Respondents are not limited in either the number of Offers they may submit or the number of variations they may submit for any one Offer.
Site Control	Respondents attest they have secured site control for the entire delivery term of their Offer(s) to EBCE.
Interconnection	Respondents submitting Offers for DAC-GT and CSGT projects must have, at the minimum, a completed and returned Phase I Impact Study, or equivalent, at the time of Offer submittal.
Workforce Development	Respondents must submit a Workforce Development Plan.
Community Sponsor Commitment Letter (CSGT only)	Respondents must submit a Letter of Commitment from an eligible Community Sponsor.

c. Collateral Requirements

The collateral requirements associated with each project type are described below.

Project Type	Project Development Security or Pre-Delivery Term Security	Delivery Term Performance Security
DAC-GT Projects with Contract Capacity less than or equal to three (3) MW	$50/kW of Contract Capacity	$60/kW of Contract Capacity
DAC-GT Projects with Contract Capacity greater than three (3) MW	$60/kW of Contract Capacity	$60/kW of Contract Capacity
CSGT Projects	$50/kW of Contract Capacity	$60/kW of Contract Capacity

6. Required Information

a. Submission Overview

All information submittals related to this RFO must be made via the Respondent's unique Dropbox submission folder; in order to receive a Dropbox folder, Respondents must submit an NOI via 2022communitysolarrfo@ebce.org. All questions from bidders shall also be submitted to 2022communitysolarrfo@ebce.org. Offers are due per the **Expected Schedule.** Offers must include all documents described in this section.

b. Required Forms

The following documents must be completed and submitted to constitute a complete Offer to this solicitation for each program (DAC-GT or CSGT). The relevant documents are included as Attachments to this solicitation and noted below. Submissions must include the following attachments, as detailed in the sections following:

i. Participation Agreement (Attachment B)
ii. Project Narrative, including Workforce Development Plan (for DAC-GT and CSGT) and Community Sponsor Letter of Commitment (for CSGT only) (Attachment C)
iii. Completed Offer Form (Attachment D)
iv. Completed PPA (Attachment E.1 and/or E.2)
v. Interconnection Studies
vi. Site Map

1. **Participation Agreement** (Attachment B)
    - Respondent must have a duly authorized officer of the Respondent entity execute the agreement.
        a. *Note: The Participation Agreement covers all requested information, including Respondent attestation to the truthfulness of project details. Submitting a falsified Participation Agreement will result in forfeiture of shortlist deposit or other collateral and elimination from the RFO.*
    - File Format: PDF

- File Name: *RFO Participation Agreement_RespondentCompanyName Program (DAC-GT or CSGT)*

2. **Project Narrative** (Attachment C)
   - Respondents should submit a brief narrative of the proposed project and vendor qualifications. This narrative will be primarily used as a reference for specific project details that are not fully captured in the Offer Form templates and for further assessment of proposals.
   - The project narrative must include the following sections in the order listed below:
     a. Project summary
        - Brief summary of project including program offered under (GT or CSGT), location, sizing, and any relevant high-level details (1-2 paragraphs)

     b. Project details summary table
        - Should include project name, location city and county, *census tract, census tract DAC classification and DAC designation (3.0, 4.0) if applicable,* capacity size, energy sizing (duration), COD, and pricing ($/kWh and $/kW-month)

     c. Detailed site description
        - Detailed description of the current land use of the project footprint, including a detailed site map including DAC designation and borders.
        - Describe the project's proposed interconnection, including proximity to transmission interconnection and any new interconnection facilities that would need to be built

     d. Project risk
        - Brief overview of project risks, particularly related to status of:
          - Project interconnection
          - Site control and permitting
          - Environmental zoning, studies, and permitting
          - Supply chain
          - Financing

     e. Community experience
        - Describe what benefits the project provides the community in which it is located, including EBCE member agency partnership or co-investment, and grant eligibility
        - Describe completed or planned community outreach and communications strategy
        - Describe bidder's previous experience in community engagement, either in the community in which the project is located, or others

     f. Developer experience
        - Brief description of developer experience, particularly as related to previously completed projects of a similar scope and scale
        - Brief description of developer presence and experience in EBCE service area

     g. Workforce Development Plan
        - Description of how workforce development and job training will be incorporated into project development efforts, including how the project meets the Workforce Development Plan evaluation criteria described in **Section 4: Evaluation Criteria and Selection Process.**

h. Offer variants
    - Description of additional variants the Respondent would like EBCE to consider.
    - If the Seller would like to propose offer variants beyond the one proposed in the Offer Form Template, these variants may be described in text in this section. These additional variants may not be submitted as offer form templates and will not be evaluated in the quantitative evaluation phase but may be assessed f
    - or additive value if the initial proposal is chosen for shortlisting consideration.
        - Alternative offers that might be proposed in this section include distinct CODs, alternative pricing schemes, alternative SC arrangements, or any other arrangements that may provide additional value.

i. For CS-GT projects only, the project must attach the sponsor Letter of Commitment, as referred to in **Section 3: Eligibility**, which must contain at minimum:
    - Demonstration of substantial interest of community members in subscribing to Project;
    - Estimated number of subscribers, with justification to ensure Project is sized to likely demand;
    - A preliminary plan to conduct outreach and recruit subscribers, including monolingual and hard to reach customers, (which may be conducted in conjunction with the developer and/or EBCE); and
    - Siting preferences, including community-suggested host sites, and verification that the site chosen for the bid is consistent with community preference.

- File Format: Word or PDF
- File Name: *Project Narrative_RespondentCompanyName _Program (DAC-GT or CSGT)*

3. **Completed Offer Form** (Attachment D)
    - Please provide all applicable information requested in the Offer Form tabs for the product(s) offered at each unique site and under each program (GT, CSGT). In the event that multiple sites are offered, a unique Offer Form must be completed for each site. In the event that both programs are offered, a unique Offer Form must be completed for each program.
    - File Format: Microsoft Excel
    - File Name: *Offer Form #_ RespondentCompanyName_SiteName_Program (DAC-GT or CSGT)*
4. **Completed PPA(s)** (Attachment E.1, E.2)
    - EBCE is including the Pro Forma PPA that EBCE intends to use as the basis for contracting with successful Sellers.
    - The Pro Forma PPA is the same for all counterparties, and EBCE will only accept changes to the Pro Forma PPA related to Project-specific characteristics and information.
    - File Format: Word
    - File Name: *ProFormaPPA_RespondentCompanyName_Redlines _Program (DAC-GT or CSGT)*

5. **Interconnection Studies** (if applicable)
    - Most recent interconnection study results (Phase I or II, or equivalent)
        a. *Note: If project receives Phase II report or any reassessment/update during the RFO evaluation process, Respondent must update EBCE and provide report.*
    - If applicable, documentation that the project has obtained FCDS, PCDS, or is in the process of obtaining that deliverability. Evidence may be provided in one of these forms:
        a. An executed Interconnection Agreement or Amendment to an Interconnection Agreement that reflects the deliverability status;
        b. A completed deliverability assessment in the annual process that indicates the project is deliverable pursuant to the CAISO Tariff;
        c. Documentation that the project has received deliverability through the CIASO's Deliverability for Distribution pursuant to the CAISO Tariff; or
    - File Format: Word or PDF
    - File Name: *DocumentName_RespondentCompanyName_SiteName _Program (DAC-GT or CSGT)*
6. **Site Map**
    - Respondents must provide a high-resolution map showing the site location and key project facilities. The map should show:
        a. the project boundary
        b. generation-tie route from the project to the first point of interconnection with the electric grid.
        c. Locations of DAC census tracts within the project side boundary

        More detailed site plans or site designs are acceptable.
    - File Format: Option between (1) PDF, (2) Google kml/kmz, (3) ESRI geodatabase (mdb or gdb), (4) shapefile with a file extension .shp plus at least the three supporting files (.shx, .dbf, .sbn).
    - File Name: *Site Map_RespondentCompanyName_SiteName _Program (DAC-GT or CSGT)*

7. Communications

EBCE has developed a solicitation website at www.ebce.org/solicitations/ where all RFO documents, information, announcements, and Q&A will be posted and made publicly available.

To promote efficiency and accuracy in communications, all Respondents must submit any inquiries via email to 2022communitysolarrfo@ebce.org. EBCE will not respond to any material questions submitted after the final question deadline in the **Expected Schedule**. All answers will be compiled into a document and posted to the RFO website per the **Expected Schedule**. EBCE reserves the right to combine, rephrase, or not respond to some questions.

8. Respondent Representations

By submitting an Offer, Respondent agrees to be bound by the conditions of the RFO Protocol, and makes the following representations, warranties, and covenants to EBCE, which representations, warranties, and covenants will be deemed to be incorporated in their entirety into each of Respondent's submittals and are deemed to be material to EBCE's consideration of the proposals:

1. Respondent agrees that EBCE is not liable to any Respondent or party in law or equity for any reason whatsoever for any acts or omissions arising out of or in conjunction with this request for

submittals and that Respondent has no legal recourse against EBCE, its Members, EBCE's directors, officers, employees, and agents for rejection of their submittal(s).

2. Respondent acknowledges that it has had the opportunity to seek independent legal and financial advice of its own choosing with respect to this RFO and agrees to be bound by the terms and specifications of this RFO and any addenda subsequently issued prior to the due date of the submittal.
3. Respondent has obtained all necessary authorizations, approvals, and waivers, if any, required by Respondent to submit its bid pursuant to the terms of this RFO and to enter into a final agreement with EBCE.
4. Respondent acknowledges that EBCE reserves the right to enter into transactions with more than one Respondent, can choose not to proceed with any Respondent with respect to one or more Offer, and can choose to suspend this RFO or issue a new RFO that would supersede and replace this RFO.
5. Respondent warrants that it has no employees in its employ who in any capacity have a position at EBCE that enable them to influence the selection of a Respondent or any competing RFO, nor does Respondent have in its employ any EBCE Director, including any Regular or Alternating Directors (collectively "EBCE Director") or EBCE employee who is the spouse or economic dependent of such an EBCE employee. A list of current EBCE Directors can be found on the EBCE's website (https://ebce.org/who-we-are/). This list may be updated from time to time.
6. Respondent's submission complies with all applicable laws.
7. Respondent warrants that all information submitted by Respondent to EBCE in connection with this RFO is true and accurate as of the date of the Respondent's submission. Respondent also covenants that it will properly update any submitted information immediately upon any material change thereto.
8. Respondent acknowledges and accepts that EBCE does not intend to provide collateral or performance security in connection with any PPA.

9. Termination of RFO-Related Matters

EBCE reserves the right at any time, in its sole discretion, to terminate the RFO without prior notification to Respondents and without liability of any kind. Grounds for termination may include, without limitation, that no Offers are deemed cost competitive or as a result of an inability to reach final commercial agreement between parties.

In the event of termination of the RFO for any reason, EBCE will not reimburse Respondents for any expenses incurred in relation to the RFO.

10. Attachments

The following Attachments will be hosted on the RFO webpage at https://ebce.org/solicitations/ and hereby made part of this RFO.

- Attachment A: Notice of Intent to Offer (Online Form)
- Attachment B: RFO Participation Agreement (Word)
- Attachment C: Project Narrative Template (Word)
- Attachment D: DAC-GT and CSGT Offer Form (Excel)
- Attachment E.1: DAC-GT Pro Forma PPA (Word)

- Attachment E.2: CSGT Pro Forma PPA (Word)
- Attachment F: Disadvantaged Community Census Tracts (PDF)