



# **FirstEnergy Ohio Utilities 2020 Short-Term REC RFP**

Presented by:  
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Guidehouse Inc.  
RFP Managers

October 8, 2020



# Good Morning!

**Thank you for attending FirstEnergy Ohio Utilities RFP for 2020 Ohio Compliant RECs Webinar**

*Phones will remain muted throughout the Webinar*

Our session will begin shortly

Our key presenters this morning:

Hope Lorah, Guidehouse (“RFP Manager”)

Sharanya Sarathy, Guidehouse (“RFP Manager”)

# Disclaimer

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

- RFP Bidding Rules
- Attachment 1: Communications Protocol
- Online Forms available for completion and submittal online via the RFP website ([www.feohiorecrfp.com](http://www.feohiorecrfp.com)):
  - Credit Application
  - Qualifying Application
  - Bid Price Proposal

# Agenda

- Communications Protocol & RFP Website
- Target Quantities
- Eligibility & Requirements
- PSA Overview
- Proposal Submittal Requirements
  - Credit Application – Online Form
  - Qualifying Application – Online Form
  - Bid Price Proposal – Online Form
- Posting Security
- Evaluation
- Executing the PSA
- RFP Schedule
- Questions about the RFP

# RFP Communications Protocol and Website

- Contact with FirstEnergy Ohio Utilities is restricted during the RFP process. FirstEnergy Ohio Utilities has retained Guidehouse as the RFP Manager for this RFP.
- All contact should be directed to the RFP Manager through the following channels:
  - RFP website: click on “contact” and fill out the form
  - Email: send an email to [manager@feohiorecrfp.com](mailto:manager@feohiorecrfp.com)
  - Webinar: during this Webinar, interested parties may submit chat questions

Visit the RFP website for more details:

<http://www.feohiorecrfp.com>



**FirstEnergy**

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CONTACT

## FirstEnergy Ohio 2020 Short-Term REC RFP

### 2020 Ohio Compliant RECs RFP

Please [click here to sign up for our mailing list](#) to receive updates regarding this RFP.

**FirstEnergy Ohio Utilities** is seeking proposals for firm delivery of 373,000 RECs for its 2020 compliance requirements under Ohio Law as amended pursuant to Senate Bill 310 and HB 6. RECs sought in this RFP must be eligible for compliance with the companies' 2020 renewable energy obligations in accordance with rules and procedures put forth by the Public Utilities Commission of Ohio (PUCO), be deliverable through PJM EIS GATS, and be generated between January 1, 2018, and December 31, 2020. RECs are inclusive of solar renewable energy credits and will therefore be accepted to meet the quantity to be purchased in this RFP.

**Frequently Asked Questions (FAQs)**  
Please contact the RFP manager with any questions. Answers to frequently asked questions will be posted on the [Documents](#) page.

# Target Quantity

FirstEnergy Ohio Utilities are seeking to purchase **373,000 Ohio compliant RECs**

- SRECs (solar RECs) will be accepted
- RECs must be delivered on or before February 14, 2021

# Eligibility and Requirements

## All RECs proposed pursuant to this RFP shall:

- be or have been derived from Eligible Resources;
- be firm offers and not unit contingent offers;
- be or have been generated no earlier than January 1, 2018 and no later than December 31, 2020;
- be consistent with any and all applicable Ohio laws, rules and regulations, including without limitation, rules and regulations promulgated by the PUCO;
- be delivered to FirstEnergy Ohio Utilities no later than February 14, 2021 via GATS; and
- become the sole property of FirstEnergy Ohio Utilities.



Eligible Resources means a renewable energy resource generating facility that has been certified by the Public Utilities Commission of Ohio (“PUCO”) to be eligible to create RECs (including SRECs) that may be used to comply with Ohio's alternative energy portfolio requirement.

Instructions for filing an application for certification as an Ohio renewable energy resource generating facility can be found on the PUCO website at:

<https://puco.ohio.gov/wps/portal/gov/puco/utilities/electricity/resources/ohio-renewable-energy-portfolio-standard/renewable-energy-resource-generating-facility-certification>



Under the Purchase and Sale Agreement, all RECs must be delivered to FirstEnergy Ohio Utilities via the GATS Tracking System. GATS is short for the “PJM Environmental Information Services Inc.’s Generation Attributes Tracking System” and is available at: <https://www.pjm-eis.com/getting-started.aspx>

# PSA Overview

## **The terms and conditions of FirstEnergy Ohio Utilities' purchases will be subject to a Purchase and Sale Agreement for Renewable Energy Credits (“PSA”)**

- All terms and conditions incorporated in the PSA are considered final and non-negotiable
- In the event a successful Proposer fails to secure the quantity of RECs from the renewable generating facility that the Proposer originally planned to use to provide such RECs, it remains that successful Proposer's obligation to deliver to FirstEnergy Ohio Utilities the quantity of RECs set forth in the PSA
- Proposers must be able to meet all requirements of the PSA, and failure to do so will result in exclusion of the Proposer's proposal from further consideration
- The PSA is posted in the Documents section of the RFP website



# Proposal Submittal Requirements

- To submit a proposal, please register on the RFP website and complete the following online forms available for completion and submittal online via the RFP website:
  - Credit Application;
  - Qualifying Application; and
  - Pricing Proposal(s).
- Online application forms must be submitted to the RFP Manager no later than **5:00 pm EPT on November 10, 2020**

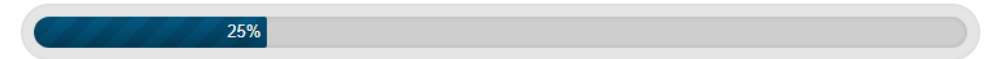
The image shows two screenshots of the FirstEnergy RFP website. The top screenshot shows the 'Register' page with a callout box pointing to the 'REGISTER' button in the navigation menu, containing the text: 'Click on “Register” to create a user profile on the RFP website.' The bottom screenshot shows the 'Application Dashboard' page with a callout box pointing to the 'APPLICATION DASHBOARD' button in the navigation menu, containing the text: 'Click on “Application Dashboard” on the RFP website to submit an application.'

# Credit Application

- The link to the Credit Application form is available on the RFP website
- Final Credit Applications must be submitted to the RFP Manager prior to the Proposal and Credit Application Due Date of **November 10, 2020 by 5:00 PM EPT**
- All Proposers must submit a credit application. Proposers who submit a credit application early may receive feedback and will have the opportunity to modify their credit application if it is resubmitted prior to the proposal due date
- Credit Applications are used to determine the amount (if any) of security that would be required under the PSA

## Credit Application Form

Step 1 of 4



## FirstEnergy Ohio Utilities

RFP for 2020 Ohio Compliant Renewable Energy Credits

Attachment 2: Credit Application

### INSTRUCTIONS

**All Proposers must submit a Credit Application.** The credit application must be completed via the online portal. A PDF document will be generated and sent to you, via e-mail, with the solicitation manager ([manager@FEOhioRECRFP.com](mailto:manager@FEOhioRECRFP.com)) in copy. The Credit Application must be signed by an authorized representative of your company electronically via this application form. If an authorized representative is not available to sign this document electronically, please submit the form and then have him/her physically sign the PDF that is generated and sent to you via e-mail prior to the RFP due date. Please forward the physically signed and

# Qualifying Application

- The link to the Qualifying Application form is available on the RFP website
- The Qualifying Application consists of two (2) parts, both of which must be completed in full
  - Proposer Information
  - Confirmation of PSA and Statement of REC Compliance, which must be signed by an authorized representative

## Qualifying Application Form

Step 1 of 2

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## FirstEnergy Ohio Utilities

### RFP for 2020 Ohio Compliant Renewable Energy Credits

#### Attachment 3: Qualifying Application

**Due: November 10, 2020 by 5:00 PM EPT.** *FirstEnergy Ohio Utilities reserves the right to modify any dates stated below at its sole discretion and accepts no liability to the extent the actual schedule is different from the anticipated schedule. In the event a change is made to the RFP Schedule, a revised schedule will be posted on the RFP website.*

The Qualifying Application consists of two (2) parts:

I. Proposer Information

II. Confirmation of PSA and Statement of REC Compliance (to be signed by an authorized representative)

# Bid Price Proposal

- The Bid Price Proposal Application form is available on the RFP website
- All Pricing Proposals must specify the contract amount and fixed price for all 2020 Ohio Compliant RECs proposed for delivery and specify RECs as solar or non-solar
- You may submit multiple Bid Price Proposal forms to submit multiple pricing bids; however, you must structure the bids such that you are capable of delivering all REC contract amounts proposed
- All contract amounts are considered “up to” such that FirstEnergy Ohio Utilities reserves the right to offer to award a smaller contract amount than bid

## Bid Price Proposal

### FirstEnergy Ohio Utilities

#### RFP for 2020 Ohio Compliant Renewable Energy Credits

##### Attachment 4: Bid Price Proposal

Each Proposer must specify in its Bid Price Proposal(s) a contract amount of RECs to be delivered to FirstEnergy Service Company (the "Contract Amount") with a single fixed price for each delivered REC (\$/REC). You may use multiple copies of this form if you wish to submit multiple Bid Price Proposals. Individual Bid Price Proposals must be submitted for a bidder wishing to provide both RECs and SRECs as indicated by REC Type. In that case, the bidder would submit at least two bid proposals.

In accordance with the RFP Bid Rules, All Bid Price Proposals will be considered an offer to supply any quantity up to and including the quantity specified in this Bid.

**This bid price proposal is for: \***

- Solar RECs
- Non-solar RECs

COMPLETE THIS FORM FOR EACH OHIO COMPLIANT REC PRICING PROPOSAL.

# Posting Security

**No Security needs to be posted by a Proposer unless the bid award is greater than \$500,000 and the Proposer does not have an adequate credit rating to support the credit required for the PSA**

- Any security required must be posted by November 20, 2020 (not with your bid)
- Seller shall post such Security in the form of:
  - Letter of Credit in the form of Appendix B in the PSA; or
  - Guaranty in the form of Appendix C in the PSA; or
  - Cash
- Proposers shall receive back a corresponding percentage of the Security upon delivery of the 2020 RECs based on the percentage of RECs delivered

# Evaluation Process Part 1

## Proposal Qualification

- The RFP Manager will review each proposal to confirm:
  - received on time
  - contains the required documents (Credit Application, Qualifying Application, Bid Price Proposal) fully completed
- RFP Manager may ask clarifying questions of a Proposer via email to complete its review
- Time is of the essence and failure to respond or late response to any such request may result in a Proposal not being qualified

# Evaluation Process Part 2

## Bid Price Stacking and Selection

- The RFP Manager will:
  - sort qualified Bid Price Proposals by price
  - select Bid Price Proposals by price up to the target quantities sought by FirstEnergy Ohio Utilities in this RFP
- In the event of “tied” Bid Price Proposals preference will be given to:
  - (i) projects that are physically located within the State of Ohio; and
  - (ii) the larger volume Proposal
- All Bids Price Proposals will be considered an offer to supply any quantity up to the quantity specified in the bid. If selection of the next incremental Proposal in terms of price exceeds the Target Quantity, the selection would be limited to the amount remaining to fulfill the Target Quantity.

# Executing the PSA

- After Part 2, FirstEnergy Ohio Utilities will prepare a PSA that incorporates information from Winning Proposals
- PSA(s) will be sent to winning Proposers via email
  - **Within three (3) business days of receipt:** Winning Proposer shall execute and return the applicable PSA to FirstEnergy Ohio Utilities via an email with a PDF of the executed PSA
- Proposers who have particular difficulties with these requirements may make special arrangements with the RFP Manager



# Target Schedule of Events

| <b>Activity</b>   | <b>Date</b> |
|---|-------------|
| Issue RFP Documents   | Sept. 30    |
| RFP Overview Webinar (11:00 AM EPT)   | Oct. 8      |
| FAQ Deadline (5:00 PM EPT)  | Oct. 16     |
| FAQ Responses Posted on Web site  | Oct. 30     |
| Qualifying Application, Credit Application Preferred Submittal Date                             | Nov. 2      |
| Qualifying Application, Credit Application, and Bid Price Proposal Submission Due (5:00 PM EPT) | Nov. 10     |
| Notification of Successful Proposer Award(s)  | Nov. 17     |
| Executed PSAs (PDFs) due back   | Nov. 20     |
| Posting of Security (if applicable)   | Nov. 20     |

# Questions about the RFP

- Questions about the RFP should be submitted by potential Proposers to the RFP Manager at [manager@FEOhioRECRFP.com](mailto:manager@FEOhioRECRFP.com)
- Questions can be submitted on or before **FAQ Deadline of October 16, 2020 at 5:00 PM EPT**
- Responses to questions will be posted on October 30, 2020 to the Documents section of the RFP website
- While the RFP Manager and FirstEnergy Ohio Utilities will review and attempt to answer all questions, the RFP Manager and FirstEnergy Ohio Utilities reserve the right not to answer any question

# Contact

Please contact the RFP Manager with any questions:

[manager@feohiorecrfp.com](mailto:manager@feohiorecrfp.com)

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Thank you for participating!

