



FirstEnergy Ohio Utilities 2021 Short-Term REC RFP

Presented by:
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Guidehouse Inc.
RFP Manager

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Good Morning!

Thank you for attending FirstEnergy Ohio Utilities RFP for 2021 Ohio Compliant RECs Webinar

Phones will remain muted throughout the Webinar

Our session will begin shortly

Our key presenter this morning:

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):
 - 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
 - Webinar: during this Webinar, interested parties may submit chat questions

Visit the RFP website for more details:

<http://www.feohiorecrfp.com>

Welcome to FirstEnergy Ohio Utilities' 2021 RFP Home Page

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 426,600 RECs for its 2021 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' 2021 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, 2019, and December 31, 2021. 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 can be found on the [Documents](#) page.

RFP Webinar

The RFP Overview Webinar will be held on **Monday, October 11, 2021** at 11:00 AM EPT. The slide deck from the webinar will be available on the [Documents](#) page.

Documents

To download the RFP Bid Rules, Communications Protocol, and Purchase and Sale Agreement, please visit the [Documents](#) section of this RFP website.

Proposal Submission

All bid forms required under this RFP are available to be completed entirely online, and can be accessed once the bidder has [registered for access](#). After registering, please access the bid forms via the Application Dashboard. You will be prompted to sign in. Bid forms include:

- **Credit Application Form:** Submit **only once** for the proposing entity. You will receive a copy of your submission via e-mail in PDF format. This application may be completed at any time after issuance of the RFP but prior to the RFP due date. Early submission is recommended.
- **Qualifying Application Form:** Submit **only once** for the proposing entity. You will receive a copy of your submission via e-mail in PDF format. The qualifying application must be submitted prior to the RFP due date.
- **Bid Price Form:** Multiple distinct bids may be submitted by each proposing entity. You will receive a copy of each of your submissions via e-mail in PDF format. A Credit Application form and Qualifying Application form must have been received by the RFP Manager in order for Bid Price Proposals to be evaluated.

Target Quantity

FirstEnergy Ohio Utilities are seeking to purchase **426,600 Ohio compliant RECs**

- SRECs (solar RECs) will be accepted
- RECs must be delivered on or before February 14, 2022

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, 2019 and no later than December 31, 2021;
- 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, 2022 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, 2021**

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, 2021 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

25%

FirstEnergy Ohio Utilities

RFP for 2021 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) 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 scanned copy to manager@feohiorecrfp.com. If Proposer previously completed a Credit Application for any previous FirstEnergy Ohio Utilities Renewable RFP, the Proposer is still required to complete a new Credit Application.

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 2021 Ohio Compliant Renewable Energy Credits

Attachment 3: Qualifying Application

Due: November 10, 2021 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:

- Proposer Information
- Confirmation of PSA and Statement of REC Compliance (to be signed by an authorized representative)

All Proposers must complete the applicable sections of this Qualifying Application. It is the Proposer's responsibility to provide any and all information that could impact its Proposal. If it appears that information is inadvertently omitted from a Proposal, Guidehouse may, but is not required to, contact the Proposer to request such information. If Proposer has any questions regarding its Qualifying Application, Proposer is encouraged to contact Guidehouse via email at manager@FEOhioRECRFP.com.

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 2021 Ohio Compliant RECs proposed for delivery
- 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 2021 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.

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.

COMPLETE THIS FORM FOR EACH OHIO COMPLIANT REC PRICING PROPOSAL.

Contract Amount: Quantity of RECs bid (inclusive of solar and non-solar resources) *

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 19, 2021 (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 2021 RECs based on the percentage of RECs delivered
- Upon Proposer's request, collateral posted as security will be reduced and returned proportionally based on Proposer's delivery and FirstEnergy Ohio Utilities' confirmation of the number of RECs delivered to the total contracted amount

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 Bid 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

Activity	Date
Issue RFP Documents	Oct. 4
RFP Overview Webinar (11:00 AM EPT)	Oct. 11
FAQ Deadline (5:00 PM EPT)	Oct. 15
FAQ Responses Posted on Web site	Oct. 29
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. 16
Executed PSAs (PDFs) due back	Nov. 19
Posting of Security (if applicable)	Nov. 19

Questions about the RFP

- Questions about the RFP should be submitted by potential Proposers to the RFP Manager at manager@FEOhioRECRFP.com
- Questions can be submitted on or before **FAQ Deadline of October 15, 2021 at 5:00 PM EPT**
- Responses to questions will be posted on October 29, 2021 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

Thank you for participating!



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