



# Green Choice Program

**Webinar for Proponents**

August 22<sup>nd</sup>, 2023





## Context

- > The GCP has been in design since 2021
- > This program **allows large energy users to access new renewable energy resources for their own energy consumption at facilities in Nova Scotia**
- > The Procurement Administrator will procure a target of 1,500 GWh of new renewable energy for GCP
- > **This webinar provides a summary of the GCP RFP and outlines immediate actions for interested proponents**



## Agenda

- > **Overview**
  - **Introductions**
  - **Proponent FAQ**
  - **RFP Timeline**
  - **RFP/PPA Draft Feedback Forms**
- > RFP
- > PPA
- > Proponent Actions
- > Q&A

# Introductions



**Leigh-Anne Thurber**

*Sr. Analyst Clean Electricity – NRR*



**Kumayl Jacksi**

*Associate – Coho Climate Advisors*



**Daniel Ensor**

*Sr. Analyst – Coho Climate Advisors*



**Cheryl Ma**

*Analyst – Coho Climate Advisors*

# Proponent Frequently Asked Questions

> **Proponents can ask the Procurement Administrator questions:**

- During this **webinar** using the “ask a question” feature
- On our **website** [novascotiagcp.com/contact-us](https://novascotiagcp.com/contact-us)

> **Questions will be included in our [Proponent FAQ](#)**

- To be updated periodically until RFP Issuance

NOVA SCOTIA  
GREEN CHOICE PROGRAM

[Home](#) [Updates](#) [About](#) [For Proponents](#) [For Participants](#) [More](#)

[Submit a Question](#)

Proponent FAQ (May 2nd, 2023)

The following Proponent FAQ is updated every few weeks.

[Download PDF](#) >

[Green Choice Program \(GCP\)](#)

[Proponent Frequently Asked Questions \(FAQ\)](#)

*Updated 5/2/2023*

# Green Choice Program RFP Timeline

Overview of timeline reflects GCP RFP actions and is subject to change

*PROPONENT ACTION*

August '23	September '23	October '23	Nov '23	December '23
<ul style="list-style-type: none"> <li>RFI, RFP &amp; PPA Draft Release (08/24)</li> </ul>	<ul style="list-style-type: none"> <li>RFI, Interconnection Requests Due (9/07)</li> <li>RFP/PPA Draft Feedback Due (09/21)</li> </ul>	<ul style="list-style-type: none"> <li>Final RFP draft review by Minister and key stakeholders</li> <li>Anticipated UARB Approval of PPA</li> </ul>		<ul style="list-style-type: none"> <li>RFP Issuance (12/01)</li> </ul>
January '24	Feb '24	March '24	April '24	
	<ul style="list-style-type: none"> <li>Notice of Intent to Bid Deadline (02/15)</li> </ul>	<ul style="list-style-type: none"> <li>NSP IFS Results</li> </ul>	<ul style="list-style-type: none"> <li>Proposal Submission Deadline (04/11)</li> </ul>	

# RFP/PPA Draft Feedback Forms

Proponents are encouraged to submit feedback for the RFP and PPA

## Nova Scotia RFP Feedback Template

<b>Name of Proponent/Party:</b>	
---------------------------------	--

Note: If a Proponent requires more space to provide feedback, they can increase the number of rows in the table below by using the 'Table Resize' function

Note: Please select the RFP section that the Proponent wishes to comment on from the drop down menu on each individual row; If the Proponent wishes to make a general comment about the RFP, please select the first option in the drop down menu labeled "General Feedback"

RFP Section	Question/Comment

*Organize feedback by RFP section using the dropdown menu in the first column*

*Form will be posted alongside drafts on 08/24 and remain open until 09/21*



## Agenda

- > Overview
- > **RFP**
  - **Minimum Criteria**
  - **Scored Criteria**
    - **Summary of sections**
    - **Major changes from GCP by section**
- > PPA
- > Proponent Actions
- > Q&A

# GCP RFP Summary – Minimum Criteria

 Change from RBP

Criteria	Summary
5.1 Proponent Requirement	General information, project team, and corporate structure
5.2 Renewable Low-Impact Electricity	Proposals must be for solar or wind
5.3 New-Build or Expansion	Projects must be either a new-build or an expansion
5.4 Cyber Security	Best practices around cyber security tools and measures
5.5 Interconnection Feasibility Study	Interconnection Feasibility Study from NSP no earlier than July 15, 2023
5.6 Location	In Nova Scotia and connected to the Transmission System
<b>5.7 Price</b>	<b>Fixed Energy Rate not exceeding \$65/MWh</b>
<b>5.8 Commercial Operation Date</b>	<b>COD on or before December 31, 2027</b>
5.9 Energy Bid	P50 and P90 profiles to demonstrate expected energy production
<b>5.10 Nameplate Capacity</b>	<b>Maximum nameplate capacity of 150 MW</b>
5.11 Generation Technology	Generation technology with type certification or suitability assessment, 25 years
5.12 Procurement & Construction	Plan to secure experienced contractors for procurement & construction
5.13 O&M	Plan to secure proven and capable O&M service providers
5.14 Governance	Commitment to equity, diversity, and inclusion
<b>5.14 Risk Management, Approvals, &amp; Permits</b>	<b>Plan to achieve necessary environmental approvals &amp; permits</b>
<b>5.16 Project risk &amp; maturity and Local Engagement</b>	<b>Proposals must score a minimum in specified categories to be eligible</b>



# GCP RFP Summary - Scored Criteria Changes

RFP Section	RBP Weight	GCP Weight*
<b>6.1 Price</b>	<b>35</b>	<b>35</b>
<b>6.2 Project Risk and Maturity</b>	<b>27</b>	<b>27</b>
6.2.1 Resource Assessment	6	6
6.2.2 Financing Experience	6	6
6.2.3 Experience	6	6
6.2.4 Environmental Risk	5	5
6.2.5 Project Site	4	4
<b>6.3 Local Engagement</b>	<b>13</b>	<b>17</b>
6.3.1 Engagement with the GP	10	12
6.3.2 Engagement with the MNS	3	5
<b>6.4 Social and Economic Benefits</b>	<b>21</b>	<b>21</b>
6.4.1 Ownership	13	13
6.4.3 Social Programs	3	6
6.4.2 Economic Benefits	4	2
6.4.4 Governance	1	N/A
<b>6.4 Zone</b>	<b>4</b>	<b>N/A</b>
	<b>100</b>	<b>100</b>

↑  
↑  
↑

↑  
↓

Moved to Minimum Criteria  
Removed from scoring

# 6.1 Price – Summary

35 points

<i>Subsection</i>	<i>For Maximum Points (35)</i>	<i>Submission criteria</i>
<b>6.1 Price</b>	<b>35 points:</b> <ul style="list-style-type: none"><li>• 15 points if Energy Rate is <math>\leq</math> \$65.00</li><li>• 20 additional points allocated based on the percentile ranking of the Energy Rate</li></ul>	<ul style="list-style-type: none"><li>• Energy Rate</li></ul>

# 6.1 Price – Major Changes

Section	Description	Rationale
<b>Federal Funding</b>	Removed sections on CIB and SREPs, added a tentative section on ITC	SREPs and CIB likely unavailable for GCP projects, ITC* may be the primary source of federal funding
<b>Price</b>	Increased the maximum energy rate from \$58/MWh to \$65/MWh	Adjusted from the RBP energy rate in accordance with current market conditions

***The PA is open to adjusting how the energy rate is structured; please utilize the feedback window to provide your feedback and rationale. The provision of economic/financial models to support your suggestions is strongly encouraged.***

\*NOTE: The availability of ITC funding is pending

# 6.2 Project Risk & Maturity - Summary

27 points

Subsection	For Maximum Points	Submission Criteria
<b>6.2.1</b> Resource Assessment	<p><b>6 points (Wind):</b> 3 years of Onsite Wind Data; one year of data per 25MW of nameplate capacity; 15 years of reference data</p> <p><b>6 points (Solar):</b> 20 year data record, spatial resolution less than 11km<sup>2</sup>; validated with 2 years of Onsite Solar Data</p>	<ul style="list-style-type: none"> <li>• Current resource assessment</li> <li>• Resume of qualified meteorologist</li> </ul>
<b>6.2.2</b> Financing Experience & Plans	<p><b>6 points:</b></p> <ul style="list-style-type: none"> <li>• 4 points for experience financing 4+ RE Generation Facilities that are a minimum of 80% of proposed capacity</li> <li>• 2 points for self-financing and/or soft commitments for 100% of Total Cost</li> </ul>	<ul style="list-style-type: none"> <li>• Generation facility description</li> <li>• Summary of total costs</li> <li>• Financing plan</li> <li>• Federal funding assumptions</li> <li>• Evidence of soft or firm commitments</li> <li>• Details of self financing</li> </ul>
<b>6.2.3</b> Experience	<p><b>6 points:</b></p> <ul style="list-style-type: none"> <li>• 3 points if Project Team has demonstrated experience financing, constructing and operating 4+ RE Generation Facilities at minimum 80% of proposed capacity</li> <li>• 1 point if Project Team has achieved COD for a RE facility in NS</li> <li>• 2 points if Project Team has developed RE Generation Facility at or above 69 kV</li> </ul>	<ul style="list-style-type: none"> <li>• Resume of key personnel</li> <li>• Description of project team experience</li> </ul>
<b>6.2.4</b> Environmental Risk	<p><b>5 points:</b> Proposal receives full marks on the Environmental Risk Questionnaire</p>	<ul style="list-style-type: none"> <li>• Environmental risk questionnaire</li> <li>• Map including project boundary</li> <li>• Field investigations/surveys</li> </ul>
<b>6.2.5</b> Project Site	<p><b>4 points:</b></p> <ul style="list-style-type: none"> <li>• <i>Scoring based on ability to for Proponent to demonstrate site control</i></li> <li>• <i>[Process by which Crown Lands is to be considered for this RFP is under review, to be released shortly]</i></li> </ul>	<ul style="list-style-type: none"> <li>• Summary of site</li> <li>• Evidence of site control</li> </ul>

# 6.2 Project Risk & Maturity – Major Changes

Section	Description	Rationale
<b>Resource Assessment</b>	Proposal include a cover letter with a summary of resource assessment	Ease of evaluation
<b>Financing Experience</b>	<ul style="list-style-type: none"> <li>Adjusted Soft Commitments to account for removal of CIB and SREPs</li> <li>ITC guidance pending</li> </ul>	N/A
<b>Environmental Risk</b>	Included additional categories: Migratory birds and bats, Human Health, and Mi'kmaq of NS; and expanded the Environmental Risk Questionnaire	Proponents should consider a breadth of environmental risks and impacts in their Proposal
<b>Project Site</b>	[Updates to Crown Lands Process are currently under consideration by the Province, details TBD]	N/A

# 6.3 Local Engagement – Summary

17 points

<i>Subsection</i>	<i>For Maximum Points</i>	<i>Submission Criteria</i>
<p><b>6.3.1 Engagement with the General Public</b></p>	<p><b>12 points:</b></p> <ul style="list-style-type: none"> <li>• <i>5 points</i> for robust community engagement, including a report from the Community Consultant</li> <li>• <i>3 points</i> for absence of significant local opposition</li> <li>• <i>1-3 points</i> based on feedback from community liaison committee</li> <li>• <i>1 point</i> for letters of support from local government and/or groups</li> </ul>	<ul style="list-style-type: none"> <li>• Summary of public engagement opportunities</li> <li>• Contact list</li> <li>• Log of engagement activities</li> <li>• Summary of concerns and examples of implementation or alignment with the general public</li> <li>• Documentation measuring local support and opposition</li> <li>• Engagement report from the independent Community Consultant</li> </ul>
<p><b>6.3.2 Engagement with the Mi'kmaq of Nova Scotia</b></p>	<p><b>5 points:</b></p> <ul style="list-style-type: none"> <li>• <i>2 points</i> if proponent demonstrates robust Mi'kmaq engagement following the 6-steps from the Proponent guide</li> <li>• <i>1 point</i> for letter(s) of support from Chiefs or Councils in close proximity to the Project Site</li> <li>• <i>2 points</i> if the Proponent can demonstrate evolution of the Proposal to address direct feedback</li> </ul>	<ul style="list-style-type: none"> <li>• Summary of engagement activities with the Mi'kmaq of Nova Scotia communities in proximity to the Site</li> <li>• Evidence of material feedback from the Mi'kmaq of Nova Scotia that has been implemented in the Project design and/or Proposal</li> </ul>

# 6.3 Local Engagement – Major Changes

Section	Description	Rationale
<b>Engagement with the GP</b>	<ul style="list-style-type: none"> <li>Adjusted evaluation of Engagement with the GP to include the Community Consultant – who will be expected to attend Project open houses, verify Proponent claims and ensure appropriate engagement with local communities</li> <li>Grants additional points for the formation of a community liaison committee and their direct feedback</li> </ul>	<p>Allows for members of local communities to have a direct voice for the purposes of evaluation</p>
<b>Engagement with the MNS</b>	<p>Allowed for points to be granted in instances where Proponents are unable to meet with Mi'kmaq representatives but demonstrate robust <u>efforts</u> to engage</p>	<p>Allows for efforts to engage to be rewarded</p>

# 6.4 Social & Economic Benefits – Summary

21 points

<i>Subsection</i>	<i>For Maximum Points</i>	<i>Submission criteria</i>
<b>6.4.1</b> Ownership	<p><b>13 points:</b></p> <ul style="list-style-type: none"> <li>• 13 points if Project is majority owned by all 13 bands of the Mi'kmaq of Nova Scotia</li> </ul>	<ul style="list-style-type: none"> <li>• Description of ownership structure</li> <li>• Documentation around business structure</li> <li>• Evidence of ownership structure</li> <li>• Supporting information to demonstrate interest in project</li> </ul>
<b>6.4.2</b> Social Programs	<p><b>6 points:</b></p> <ul style="list-style-type: none"> <li>• 4 points if the proposal includes a Capacity Building Plan AND Benefits Agreement</li> <li>• 2 add. points if the above is for the benefit of the Mi'kmaq of NS or an Underrepresented Group in close proximity to the Site/all Nova Scotians</li> </ul>	<ul style="list-style-type: none"> <li>• Capacity building details</li> <li>• Capacity Building Plan details, timing, cost, execution</li> <li>• Proof of Benefits Agreement or plan to enter benefits agreement</li> </ul>
<b>6.4.3</b> Economic Benefits	<p><b>2 points:</b></p> <ul style="list-style-type: none"> <li>• 2 points if the local benefit percentage is equal to or greater than 50%</li> <li>• Deduction of 1 point if there is a risk the Project will negatively impact on local economic activity</li> </ul>	<ul style="list-style-type: none"> <li>• Local economic development strategy</li> <li>• Local employment strategy</li> <li>• Local supply community strategy</li> <li>• Completion of local expenditure table</li> </ul>



# 6.4 Social & Economic Benefits – Major Changes

Section	Description	Rationale
<b>Social Programs</b>	Points for Benefits Agreements and Capacity Building will now only be granted if they benefit a community in close proximity and/or most likely to be impacted by the proposed Project	To ensure further alignment with the intention of this section
<b>Economic Benefits</b>	Economic Benefits is now scored on an individual basis, rather than a pro-rata basis.	To reduce the impact of potential over-estimations of Local Economic Benefits
<b>Governance</b>	The provision of a DEI plan or a public commitment to a DEI initiative is now a minimum criteria	To promote DEI commitments in the RE industry



## Agenda

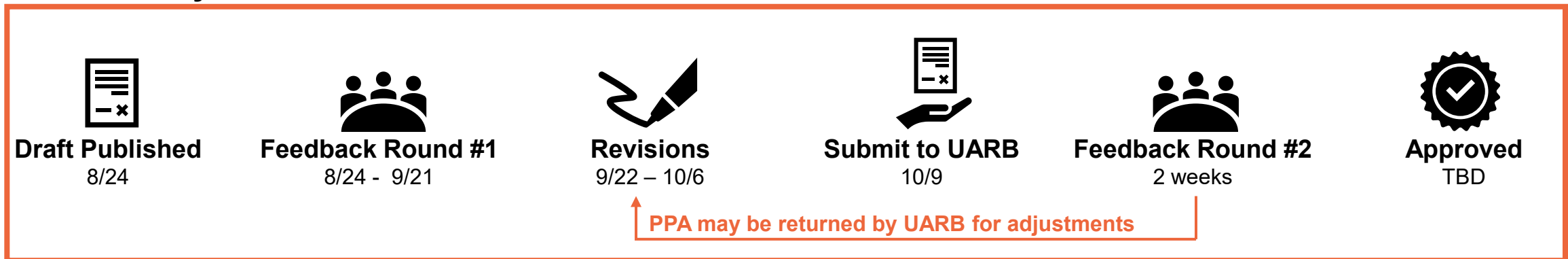
- > Overview
- > RFP
- > **PPA**
- > Proponent Actions
- > Q&A

# PPA

## A handful of changes have been made to the PPA to reflect today's market

Driver of Change	Context	Terms Impacted
Inflation	Updated values of various rates, thresholds, securities, etc. to align with CPI change from 2019 to 2023	<ul style="list-style-type: none"> <li>&gt; 1.1 Definitions – Renewable Attribute Loss Rate</li> <li>&gt; 1.1 Definitions - Threshold Amount</li> <li>&gt; 2.2 (e) – Facility Interconnection</li> </ul>
RBP Negotiations	Acknowledge minor changes made to PPA during negotiations with awarded RBP projects	<ul style="list-style-type: none"> <li>&gt; 1.1 Definitions – Certification or Certified</li> </ul>
Remove Dated Requirements	Previous RFPs required Proponent registration as a joint stock company by interconnection, opening to align with general registration requirements	<ul style="list-style-type: none"> <li>&gt; 7.1 Representations of the PPA</li> </ul>

### Feedback Cycle



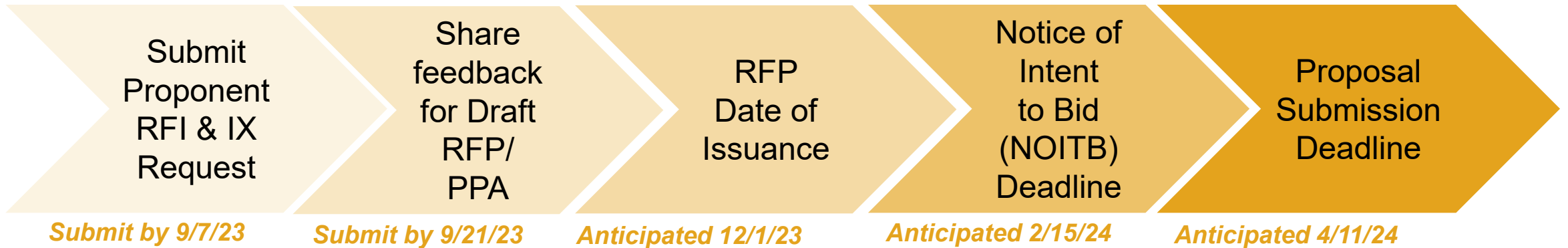


## Agenda

- > Overview
- > RFP
- > PPA
- > **Proponent Actions**
  - **Timeline**
  - **Actions**
- > **Q&A**

# Process Overview and Actions

The following timeline will guide proponent participation in the GCP



## Immediate Proponent Actions

- **9/7/23:** Submit a Proponent Request For Information (RFI)
- **9/7/23:** Submit your Interconnection Request to NSP
- **9/21/23:** Review RFP/PPA Draft and share feedback via feedback templates
- **Ongoing:** Submit questions for inclusion in the Proponent FAQ (updated periodically)

# Thank you

## Questions?

- > Website: <https://novascotiagcp.com/>
- > NRR: [GreenChoice@novascotia.ca](mailto:GreenChoice@novascotia.ca)
- > Coho/ GCP Stakeholder list updates:  
[NovaScotia@cohoclimate.com](mailto:NovaScotia@cohoclimate.com)

