



Nova Scotia Green Choice Program

RFP Outline Discussion

May 18 - 19, 2021





Objective

On this webinar, DEM and the Procurement Administrator (CFR) will share a draft RFP outline and scored criteria for the Nova Scotia GCP procurement

Please note that DEM and the Procurement Administrator will:

- > *Take feedback/questions on the draft RFP outline and scored criteria in writing until May 31*
- > *Share this deck via email and on the Nova Scotia Green Choice Program website*
- > *Host a secondary feedback cycle once the full RFP has been drafted*

Agenda

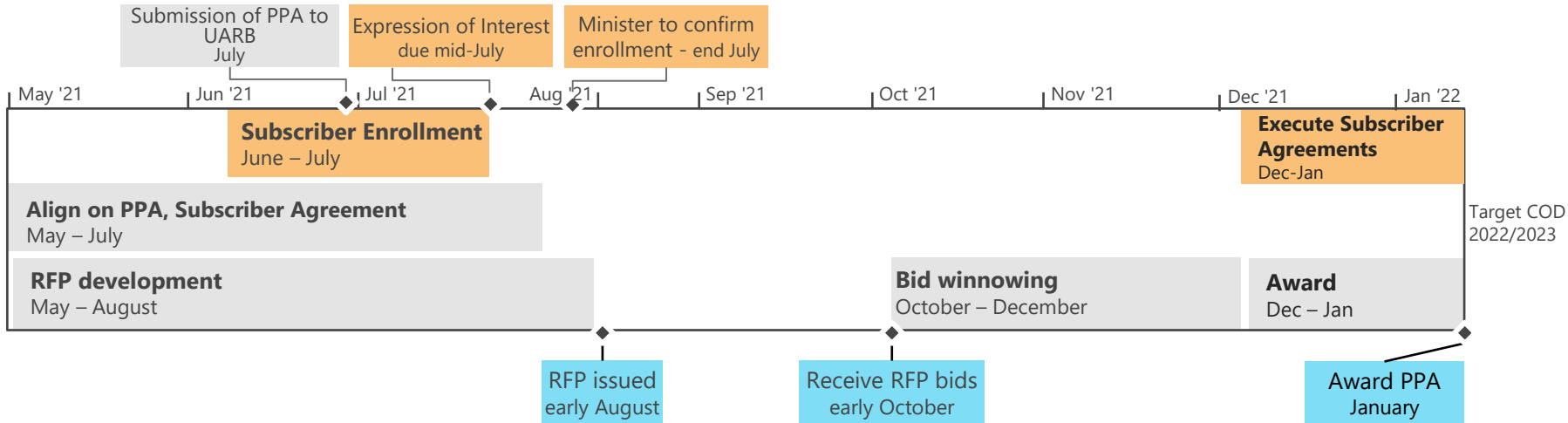
- > GCP timeline
- > Draft RFP Outline
- > Draft RFP Scored Criteria
- > RFP Feedback Opportunities
- > Next steps

Timeline

Subscribers
 IPPs
 Utility

NON-BINDING

The timeline has been pushed back; the target is to award PPA(s) in January



Program Phase	Activities
Subscriber enrollment	<ul style="list-style-type: none"> > Submit "Expression of Interest" form & application fee (EOI => program website) [Subscribers] > Minister confirms enrollment for each subscriber
Alignment on RFP and contracts	<ul style="list-style-type: none"> > Align utility and IPPs on RFP > Align subscribers and utility on Subscriber Agreement > Align utility and IPPs on PPA; obtain UARB approval
RFP development	<ul style="list-style-type: none"> > Prepare and issue RFP > Convey information publicly
Bid winnowing	<ul style="list-style-type: none"> > Perform bid analysis and due diligence > Shortlist bidders; select finalist
Award and reporting	<ul style="list-style-type: none"> > Execute Subscriber Agreements > Award PPA(s) > Convey information publicly

RFP Outline (1/2)

DRAFT

As drafted, the RFP will consist of six sections to guide the GCP RFP process: an introduction, an overview of the process, minimum criteria, scored criteria, terms and conditions, and an appendix

Section	Purpose
I. Introduction	<ul style="list-style-type: none">> Provide context on the GCP program and procurement> Outline RFP contents> Include guidelines on communication, bid submission, and requirements> Include language on collusion, conflict of interest, lobbying, changes or adjustments after submission, and tie-breaker mechanisms
II. RFP Process	<ul style="list-style-type: none">> Provide a detailed timeline and summary of each step in the RFP process> Include details on how to submit a bid> Outline winnowing and award process
III. Phase One Evaluation: Minimum Criteria	<ul style="list-style-type: none">> Identify minimum criteria a project must meet to be considered> Minimum criteria include:<ul style="list-style-type: none">> Resource: Low-impact renewable energy> Additionality: New build or expansion> Interconnection: Completed feasibility study> Project bid: Size and price> PPA: Acknowledgement of terms

RFP Outline (2/2)

DRAFT

As drafted, the RFP will consist of six sections to guide the GCP RFP process: an introduction, an overview of the process, minimum criteria, scored criteria, terms and conditions, and an appendix

Section	Purpose
IV. Phase Two Evaluation: Scored Criteria	<ul style="list-style-type: none">> Projects that submit an Intent to Bid form and meet the minimum criteria in Phase One will be scored> Scored Criteria will include:<ol style="list-style-type: none">1. Price (rate impacts & best value)2. Social & economic benefits3. Project readiness & risk4. Grid benefit & regional dispersion5. Developer experience & risk> See next slides
V. Terms and Conditions	<ul style="list-style-type: none">> Will outline the requirements of awardee(s) including the UARB approved PPA> PPA will include ancillary service requirements, as outlined in the Transmission System Interconnection Requirements (TSIR)
VI. Appendix	<ul style="list-style-type: none">> Checklist of required materials> Sample forms

RFP Scored Criteria (1/3)

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Scored Criteria	Purpose
1. Price (PPA rate & best value)	<ul style="list-style-type: none"> > Quantify the economic value of the project to GCP customers using the PPA price and the value of energy to the grid
1.1 PPA price	<ul style="list-style-type: none"> > Quantify cost of energy (\$/MWh)
1.2 Avoided cost	<ul style="list-style-type: none"> > Quantify value of energy to the grid > <i>PA to follow up with additional detail</i>
2. Social & local economic benefits	<ul style="list-style-type: none"> > Assess the project's economic and social benefits to Nova Scotia
2.1 Ownership and partnerships	<ul style="list-style-type: none"> > Capture project's ownership or equity ownership structures with Mi'kmaq communities, organizations or companies > Capture project's ownership or equity ownership structures with municipality(ies) or their wholly-owned enterprises
2.2 Economic development	<ul style="list-style-type: none"> > Quantify opportunities for economic growth associated with the project including procurement from local supply community and job creation > Includes additional value for benefit to underrepresented groups
2.3 Social programs	<ul style="list-style-type: none"> > Assess project's contributions to capacity building in workforce development, and the local community (e.g. Benefit Agreements) > Includes additional value for benefit to underrepresented groups

RFP Scored Criteria (2/3)

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Scored Criteria	Purpose
3. Project readiness & risk	> Assess risks related to project development
3.1 Environmental impact	> Assess environmental risks and regulatory requirements
3.2 Project maturity	> Capture progress on key development milestones including land control, interconnection status, permits, major equipment procurement, project plan and resource assessments
3.3 Community support	> Evaluate local support for the project and includes engagement with a diverse set of stakeholders
4. Grid benefit & regional dispersion	> Capture the ability of the project to contribute to a balanced renewable energy portfolio across the grid
4.1 Zone & size	> Capture zone benefit and associated size constraints > <i>PA to follow up with additional detail</i>
5. Developer experience & risk	> Differentiate developers on ability to bring projects across the finish line and internal governance
5.1 Financing capabilities	> Capture ability to finance the project
5.2 Local & global experience	> Capture developer's experience globally and in Nova Scotia
5.3 Governance	> Capture demonstrated commitment to diversity and inclusion within the company

RFP Scored Criteria (3/3)

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Scored Criteria	Weight
1. Price (PPA rate & best value)	35 points
1.1 PPA price	
1.2 Avoided cost	
2. Social & local economic benefits	25 points
2.1 Ownership and partnerships	
2.2 Economic development	
2.3 Social programs	
3. Project readiness & risk	20 points
3.1 Environmental impact	
3.2 Project maturity	
3.3 Community support	
4. Grid benefit & regional dispersion	10 points
4.1 Zone & size	
5. Developer experience & risk	10 points
5.1 Financing capabilities	
5.2 Local & global experience	
5.3 Governance	
TOTAL	100 points

RFP Feedback Opportunities (1/2)

RFP Feedback Window #1: May 18th – 31st

- Stakeholders will have an opportunity to **provide written feedback** on the draft RFP outline and scored criteria
- **See next slide**

Editing & Outreach Period: May 31st – June 11th

- PA will **read and process** all written responses
- PA will **set up necessary follow-ups**
- PA will **release a draft RFP on June 18th**

RFP Feedback Window #2: June 18th – 25th

- Stakeholders will have an opportunity to provide written feedback on the draft RFP

RFP Finalization Period: June 25th – July 9th

- PA will release a final RFP in mid July
- Target RFP issue date: early August

RFP Feedback Opportunities (2/2)

When providing written feedback on the RFP, we request stakeholders do the following:

To: novascotia@customerfirstrenewables.com

Subject: [Organization] RFP Feedback

Body:

Name/Title: [Include sender name, title]

Organization: [Include organization(s) the sender is affiliated with]

Stakeholder Type: [Include IPP, GCP subscriber, or other]

Feedback: [See table]

Feedback	Impact	Impact to Rate-Payers
1) [Add comments/questions]	[Add impact/relevance]	[Add impact/relevance]
2)		
3)		

Next Steps

- > **Stakeholders will have until May 31st to provide written feedback on the draft RFP outline and scoring criteria (see prior slide)**
- > DEM/PA to share this deck with attendees and upload it to the [GCP website](#)
- > PA to share a draft RFP in mid-June for written feedback
- > PA to share draft PPA in late May for comment from IPP community

Accelerate your organization's switch
to renewable energy with a trusted
advisor and tailored solution



Zonal Map

This Zonal Map will be used as an input to score the project's "grid benefit & regional dispersion"

4) Grid benefit & regional dispersion (10 points)

- > The RFP will use a map similar to the Zonal Map shared by NSPI in a [recent OASIS posting](#) (see right)
- > **As proposed, projects will be scored by preferred zone and the ability to contribute to a load-optimized portfolio**
- > As currently contemplated, the zones, in order of preference are:
 - > Zone 3
 - > Zone 4
 - > Zone 2 (except far east)
 - > Zone 1
 - > Zone 5

