



**Distributed Energy Resources RFP
DCE Responses to Questions
December 6, 2021**

The POWER of choice

Here are responses to the questions received by Desert Community Energy as of November 29, 2021:

1. Question: Should a response include coming up with a storage incentive structure, or how to leverage existing incentive like available Investment Tax Credits (ITC), or possibly a combination of both? The purpose of this question is to determine whether GRID should plan to identify leverage opportunities that could be used to cover some of the installation costs of storage projects, or whether there are funds Desert Community Energy (DCE) already has available, but an incentive structure should be designed.

Response:

Yes, DCE encourages responses that leverage existing incentive structures for storage and other DER assets, although this is not a required component for a response. DCE is open to providing some portion of the funding for the storage or other DER components of the projects but would encourage developers to seek out additional funding opportunities and/or propose revenue-sharing approaches to reduce DCE project costs.

2. Question: The RFP does not define “vulnerable customers” or “critical facilities”, can you elaborate on what these terms mean, or how DCE intends to help define this? The purpose of this question is to identify whether there is alignment with GRID’s mission of focusing on income-qualified/under resourced/environmental justice communities.

Response:

The reference to vulnerable customers and critical facilities is a general goal statement for the proposed DER program consistent with Desert Community’s efforts to support under-served members of the community. Vulnerable customers generally means those who may need assistance with their electric bills and would include income-qualified/under-resourced/environmental justice communities. The term critical facilities generally means facilities that are essential to public safety. The proposed DER program could apply to these critical facilities but that is not a requirement.

3. Question: We noticed that the RFP includes five different market segments. Will DCE accept responses that only include a project approach for some but not all of the market segments (e.g., government agencies, NEM customers and residential customers, excluding commercial customers)?

Response:

DCE will accept responses that include a proposed approach for any one or more of the market segments identified.

4. Question: Is DCE able to provide us with total number of residential and non-residential commercial customers that could be eligible for the battery energy storage program? The purpose of this question is to determine size and scalability of this program.

Response:

Desert Community Energy has approximately 10,570 Net Energy Metering customers. There are 10,326 residential solar customers, 238 commercial solar customers (including government accounts) and 6 Industrial customers. DCE does not have information on how many customers may already have battery energy storage systems.

5. Question: The program goals reference development of a “suite of local distributed energy resources” (DERs) that can be monitored and dispatched, and which could include photovoltaic, energy storage, electric vehicles and microgrids, to name most. Does DCE intend to make funds available for these DERs or should responses identify funding sources for these?

Response:

Please see the answer to question #1.

6. Question: Can DCE be more specific about the size of the BTM projects. I understand that battery storage projects will ideally be 4-hour duration, but what is the expected MW or kW size? Or will the size of the projects be specific to the customers’ needs?

Response:

Battery storage should be sized specific to the customers’ need and expected load. DCE is open to a variety of sizes of a final aggregated project or set of projects resulting from this RFO, with a soft target of 0.5 MW to 10 MW of total installations.

7. Question: Are projects expected to be energy storage only, or may the projects be paired with solar?

Response:

Projects may be paired with solar. A solar and battery storage program would be desirable.

8. Question: What is the desired commercial operation date for the projects?

Response:

DCE is open to any commercial operation dates in the 2023 – 2026 time period, depending on program complexity and time to contract execution between DCE and the chosen developer(s).

9. Question: Does DCE have a preferred technology (i.e., lithium-ion battery or other?)

Response:

DCE is technology-agnostic on the form of battery storage and is open to a variety of Distributed Energy Resources/DERs (e.g., load-shifting EV charging) beyond battery storage as well.

10. Question: Will there be financial securities required for winning consultants? Can DCE provide an estimate for these securities and when they will be due?

Response:

This is an item still under discussion among DCE staff and its Board.

11. Question: Does DCE have a list of identified customers (local governments, large industrial, etc.) or will the winning consultant need to identify all customers? Furthermore, has DCE conducted any initial outreach to understand customer interest (if any) in DCE territory?

Response:

DCE does have a list of customers, but we have not identified customers for the proposed DER program and have not conducted any outreach regarding customer interest in DCE territory. As described in Section IV-C of the proposal requirements, proposals should include a plan for customer outreach/recruitment, including anything needed from DCE to implement a customer engagement plan.

12. Question: Could you please provide us with Exhibits A through C?

Response:

Proposers should include Exhibits A, B, and C in their proposal. These exhibits are referenced in the Sample Service Agreement included in the RFP. Exhibit A should include a description of the scope of services the proposer will provide. Exhibit B is a detailed cost proposal more particularly described in Section IV-C of the RFP and schedule of services (see Section 2.2 of Sample Service Agreement). Exhibit C should include the compensation billing rates for all personnel included in the proposal.

13. Question: Please keep us informed if there are any updates to the RFP or process over the course of the open response period.

Response:

Any updates to the RFP or information for potential respondents will be posted to the Desert Community Energy website at: <https://desertcommunityenergy.org/about/rfp/>. As noted in the RFP interested bidders are asked to please monitor the website for all information regarding this RFP.

14. Comment that some of the links for the email efelci@cvaq.org in the RFP were routing to mgladish@cvaq.org.

Response:

This link routing error was corrected, and a revised RFP was posted to the Desert Community Energy website on November 22, 2021. Both emails will be monitored.