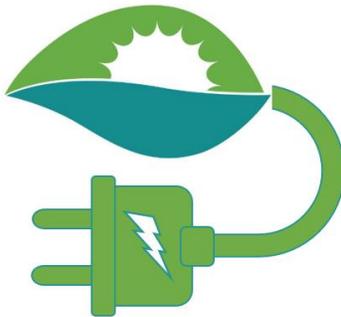


Monterey Bay Community Power Microgrid SmartConnect Program

Customer Application



Monterey Bay
Community Power

MGA-01-001

<https://www.mbcommunitypower.org/>

Monterey Bay Community Power

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I. Introduction

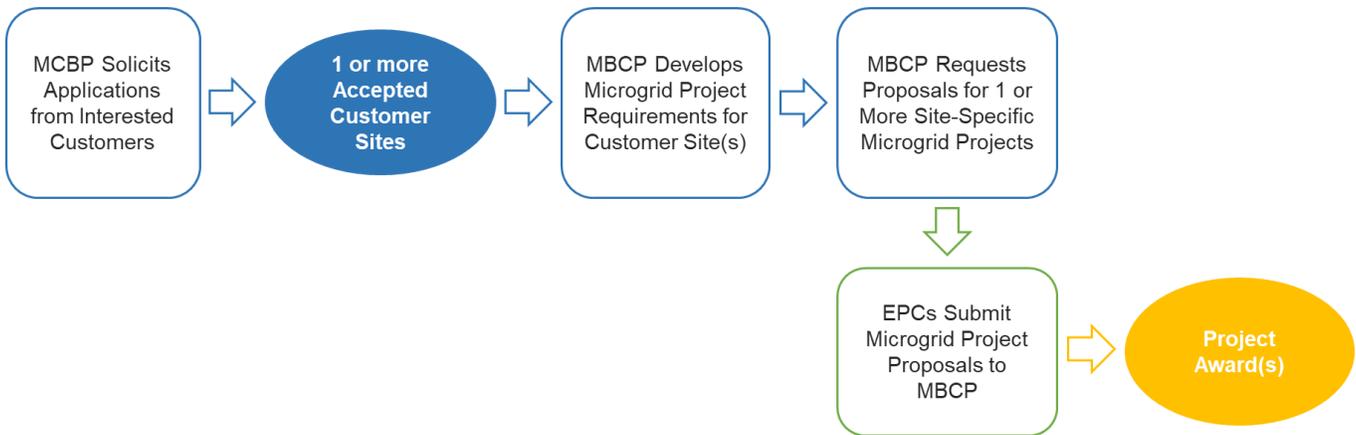
A. Microgrid SmartConnect Program Overview

Monterey Bay Community Power (MBCP) is launching the Microgrid SmartConnect Program to develop and own microgrid projects in MBCP’s service territory that support local economic development and provide an expedient and resilient power supply for MBCP’s customers.

For this program, MBCP defines a microgrid to be: *A localized electric grid with a mix of generation sources and customer loads managed and optimized by an advanced control system.* A microgrid may be connected to the central utility electric grid by a single point of interconnection and is capable of disconnecting (or islanding) in a grid outage; or a microgrid may be an off-grid (islanded 24/7) system.

The Microgrid SmartConnect Program is designed to efficiently and effectively implement microgrid projects in a standard, recurring cycle led by MBCP:

Structure of a Round in the MBCP Microgrid SmartConnect Program



MBCP anticipates accepting one or more customer sites into the program in Round 1. Engineering, procurement, and construction firms (EPCs) will be eligible to propose microgrid projects identified in Round 1 and in future rounds of the program for a period of 2 years (at which point they must re-submit qualifications). **The primary goal of Round 1 of this program is to enable new or existing customers to establish or increase electric supply on site without dealing with long interconnection wait times and costly distribution infrastructure upgrades.** New customer facilities will “island before interconnection”.¹ Through the project (or projects) awarded funding in Round 1, MBCP will also establish a repeatable microgrid-as-a-service type model.

MBCP is uniquely positioned to offer funding, project management, design and engineering expertise, and operations and maintenance (O&M) assistance to customers who would benefit from a microgrid to meet their power supply needs. The Microgrid SmartConnect Program will

¹ Future rounds of the program may also include grid-connected microgrid projects to meet customer emergency power or renewable energy integration needs.

bring together MBCP, selected customer applicants, and qualified developers/EPC contractors in a partnership that benefits all participants.

B. Customers Who Should Apply

As part of MBCP's first round of the Microgrid SmartConnect Program, we are seeking new and existing customers to be a site host for a microgrid deployment. Accepted customers will be eligible to receive a turnkey microgrid solution with funding and technical assistance from MBCP, benefitting from expedited power that would have otherwise been involved in the interconnection process. An optimized solution of controls, renewables, energy storage, and/or other generation assets will be capable of supplying all required power to the site, with the potential for future grid interconnection.

Applicants, who are selected, must be willing to invest up to 50 percent upfront for the projected cost of the microgrid as development security that will be refunded over 5 to 10 years, subject to the difference between actual and forecasted growth of demand.

The selected customer site host must be an active partner in the microgrid deployment. Requirements for participation are listed in this application. All customers with eligible power supply needs in MBCP's service territory are encouraged to apply, especially those who...

- Are planning to apply for new electric service for a large new facility
- Are planning to apply for expanded electric service for a growing facility
- Have already applied for electric interconnection but are facing long wait times and/or costly distribution upgrades
- Will support regional economic development through growing business operations
- Are interested in renewable energy and/or have already invested in onsite generation for power supply needs

C. Round 1 Application Schedule

The first round of the Microgrid SmartConnect Program ("island before interconnection") will be accepting customer applications from April 12, 2019 through May 10, 2019. MBCP will accept a single application from each customer, and applications should address all potential microgrid sites for that customer. The application form is included in this document.

MBCP Microgrid SmartConnect Program Round 1 Customer Schedule



Anticipated Timeline*	DATE	TIME
Customer Application Released	April 12, 2019	10:00 AM PST
Deadline for Written Questions on Application	May 3, 2019	12:00 PM PST
Deadline to Submit Application	May 17, 2019	5:00 PM PST
Notice of Application Acceptance	June 14, 2019**	5:00 PM PST
Customer Site Visit(s)	TBD	TBD
Microgrid Project RFP Release	July 19, 2019**	12:00 PM PST
Deadline to Submit Microgrid Project Proposal	mid-August	TBD
Notice of Microgrid Project Award	Mid-September	TBD

*All dates are tentative and subject to change.

**These dates have changed from original of May 29 and June 7, respectively.

Following the Notice of Application Acceptance, MBCP will work with accepted customer applicants to prepare technical requirements for the proposed site that will inform the Microgrid Project RFP and subsequent proposals from EPCs. Accepted applicants are not guaranteed a microgrid project contract or funding. Applicants who are not accepted in the first round of the program may apply to subsequent rounds when opened by MBCP.

II. Participant Requirements

A. Physical Site Requirements

The applicant must meet the following physical site requirements to apply as a site host in the Microgrid SmartConnect Program:

- Site location within MBCP service territory
- Minimum facility electricity operating needs of 200kW or higher
- Demonstrated site control for the installation of onsite assets and the provision of right-of-way to MBCP for microgrid O&M
- Physical space for onsite generation and other equipment including solar PV (rooftop or unused land), a generator, a battery room (or container), etc.²

We additionally *recommend* the following:

- Adequate electrical infrastructure for existing facilities to connect onsite generation without significant upgrades OR new construction that includes plans for onsite generation

B. Organizational Requirements

The applicant must provide the following organizational commitments to apply as a site host in the Microgrid SmartConnect Program:

- If privately-owned land, corporate / executive approval for a microgrid project at the site(s)
- If publicly-owned land, a statement of support by the local jurisdiction(s) for a microgrid project at the site(s)
- An identified single point of contact / customer project manager

We additionally *recommend* the following:

- For existing sites, support from the facility management team (ideally involved in the program application and subsequent project proposal stage)
- For new construction, support from the construction management company and/or other key site development and construction stakeholders

² Contact MBCP for assistance determining if sites meet this requirement.

C. Financial Requirements

The applicant must agree to the following financial requirements to be accepted apply as a site host in the Microgrid SmartConnect Program:

- Willing to provide business financial statements

Upon being accepted

Able to sign a letter of intent, with a deposit as shown in the table below

- Willing to enter into a long-term microgrid contract/service agreement with MBCP
- Willing to pay a SmartConnect electric rate for electricity used from the microgrid
- Able to post an upfront deposit upon being selected and an upfront development security or other financial commitment up to 50 percent of the estimated project cost. This security will be refunded over a 5- to 10-year period from the microgrid in-service date. The table below provides an estimate of what the financial commitment might be, based on size of microgrid. This is only an estimate and the actual amount will be determined once a more accurate design exists and projected costs are known:

Size of Microgrid (kW)	Expected Cost (\$)¹	Letter of Intent Deposit Due (\$)²	Microgrid Development Security Required (\$)³
100	\$210,000	\$2,100	\$105,000
500	\$1,050,000	\$10,500	\$525,000
750	\$1,575,000	\$15,750	\$787,500
1,000	\$2,100,000	\$21,000	\$1,050,000
1,500	\$3,150,000	\$31,500	\$1,575,000
2,000	\$4,200,000	\$42,000	\$2,100,000
3,000	\$6,300,000	\$63,000	\$3,150,000
4,000	\$8,400,000	\$84,000	\$4,200,000
5,000	\$10,500,000	\$105,000	\$5,250,000

1 Using NREL Cost Report (Oct 2018), Community Sector Mean Cost

Source: www.nrel.gov/docs/fy19osti/67821.pdf

2 Based on 1% of Expected Cost

3 Based on 50% of Expected Cost, Letter of Intent Deposit will be credited towards this amount

Microgrid SmartConnect Program Application

Complete and submit the following application form. This form requests basic information about the applicant and the proposed site(s) for a microgrid project. Information submitted in this form in Questions 1 and 2 will be made available publicly on MBCP's website for EPCs, if applicant is accepted into the SmartConnect Program.

Submittal Requirements:

- Completed Program Application
 - 11-point, Arial font
 - Signed by an authorized representative of the applicant's organization
 - Please limit response to 12 pages or less
- PDF file format
- Electronic submittals preferred
 - Send your electronic form to: SmartConnect@MBCommunityPower.org
 - Hard copies are not required but will be accepted if sent to:
Monterey Bay Community Power
Attn: Microgrid SmartConnect
70 Garden Court
Monterey, CA 93940

1. **Please provide a brief overview of your organization/business (1-2 paragraphs) and energy supply needs.**

2. **List your potential site location(s) [Address/City/Zip] for the program. For each site, describe:**
 - a. **New or existing facilities**
 - b. **Size (sq. feet)**
 - c. **Type of business operations (e.g., manufacturing)**
 - d. **Schedule for business operations (e.g., 24/7)**
 - e. **Describe how the site meets the physical requirements defined in Section II-A**

3. **What challenges (timeline, cost, unexpected requirements) has your organization encountered or expects to encounter when applying for electric grid interconnection at the properties listed in Question 2?**

- 4. What electric rate schedule(s) apply to your facilities listed in Question 2 or for similar existing facilities? Please provide monthly electric bill in \$, kWh consumption, and kW demand for the last 12 months, if available; if historical bill information is not available, provide estimates.**

- 5. Describe the entity that owns and controls the proposed site(s) and how it supports a microgrid project for the site(s). Specify how the requirements defined in Section II-B are met.**
 - a. Please explain the current ownership of the land and buildings on the properties provided in Question 2 (own/lease/sub-lease, etc.).**
 - b. If the land and infrastructure are leased, provide the future duration of the lease.**
 - c. Indicate property access/right-of-way and zoning restrictions, if any.**

- 6. Describe how your organization/business will meet the financial requirements defined in Section II-C.**

- 7. What prior energy-related improvements has your organization already made or planned on making at your facilities? Please provide specific examples (e.g., energy efficiency, onsite generation, demand response/load management, electrical upgrades, etc.).**

- 8. What, if any, are your organization's goals related to sustainability, energy efficiency, emissions reductions, and/or renewable energy?**

- 9. How many employees does your organization currently employ in MBCP's service territory? How many jobs do you expect to create from new operations?**

- 10. What are your organization's plans for growing your operations in MBCP's service territory over the next 5 years? Please indicate expected revenue growth.**

11. Please provide the names, contact information, and a brief description of qualifications of proposed microgrid project champions in your organization (1-2 staff).

12. What other relevant information do you want to share with MBCP?

I, the undersigned, certify and declare that I have read all the requirements listed in this application and that the answers provided in this application form are true of my own knowledge and belief.

Name of Authorized Representative

Date

Signature

Submittal Requirements:

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 - Please limit response to 12 pages or less
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