

REQUEST FOR PROPOSALS EVERSOURCE CLEAN INNOVATION COMMUNITY SOLAR PILOT PARTICIPATION

Issue Date XXX, ~~2019~~2020

Executive Summary

Public Service Company of New Hampshire d/b/a Eversource Energy (“Eversource” or “the Company”) is seeking proposals for community solar photovoltaic (“PV”) projects that will enroll in a distributed generation pilot program (“the Pilot”) that will provide direct benefits to New Hampshire Electric Assistance Program (“EAP”) customers within the Company’s service territory. Proposals must clearly identify direct benefits that will be provided to EAP customers within the structure of the Pilot. Projects or portions of projects that have requested funds from the Commission’s Renewable Energy Fund Low and Moderate Income Community Solar Grants Program are not eligible for participation in the Pilot. The Company will select a total of 10 MW of solar generation capacity under this RFP. Any questions must be submitted by XXX, ~~2019~~2020, and proposals are due by XXX, ~~2019~~2020

Pertinent Dates and Information:

1. **Written Inquiries:** Respondents may submit written inquiries about this RFP by e-mail to CleanInnovationCS@eversource.com no later than 4:30 p.m. on XXX, ~~2019~~2020. It is highly recommended that applicants review the RFP as soon as possible and submit any questions to allow the Company time to answer questions and to allow the applicant time to complete the proposal. Inquiries and Company responses will be posted on the Company’s website, as received, URL TBD. Please note that responses to questions are carefully considered. It may require several days before answers are posted.
2. **Proposals must be submitted electronically to the Company no later than 4:30 p.m. on XXX, ~~2019~~2020.** The electronic copy must be in PDF (portable document file) format and must be searchable. Proposals must be submitted electronically to: CleanInnovationCS@eversource.com. The file will be considered received based on the timestamp in the receiver’s email. Submissions that are not received by the date and time and in the manner specified in this section shall be rejected as non-compliant. Any response that is filed shall be valid for not fewer than 180 days thereafter.

I. Overview

A. Background and Purpose

The New Hampshire Public Utilities Commission (“Commission”) Order No. 26,029 Accepting Settlement Provisions, Resolving Settlement Issues and Adopting a New Alternative Net Metering Tariff directed the Company to develop a pilot program that would use monetary bill

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credits to make the benefits of solar Distributed Generation (“DG”) system ownership available to low and moderate income customers whose circumstances would otherwise not allow them to participate in a net-metered renewable energy project.

The Company developed a pilot program that would provide parallel credit for surplus generation from eligible Clean Innovation Community Shared Solar (“CICSS” or “Pilot”) facilities to both the utility customer that hosts a CICSS and EAP customers within a community identified by the host customer. The Pilot program design was reviewed and discussed with interested stakeholders through a working group process and a detailed final pilot proposal was reviewed and approved by the Commission.

The Company is seeking proposals from qualified individuals and single, or multiple entities for community solar projects that would provide direct benefits to EAP customers under the terms of the Pilot approved by the Commission.

B. Definitions

As used in this RFP, the term “Project” includes both the equipment and facilities comprising the solar PV system and the management and administration of financing, funding, operations, maintenance, and other related matters.

C. Pilot Structure and Term

Selected Projects will receive a CICSS payment for surplus generation at the end of each billing cycle. Payment for each kilowatt-hour (“kWh”) of surplus generation shall be equal to the sum of the Company’s default service rate and a CICSS Generation Adjustment (“Generation Adjustment”) that shall be less than zero. Selected projects will be eligible for payment based on the rates above for a term of 10 years under the Pilot.

Beginning with the second complete billing cycle following the first payment to a CICSS, the Company shall provide a credit on the bill of each EAP customer in the community identified by the CICSS host through this RFP. The bill credit will be provided at no cost to the recipient customer and the CICSS host and any other entities associated with the Project will be prohibited from seeking any payment from recipient customers for the credit. The bill credit shall be a dollar amount per bill calculated by multiplying surplus generation from the CICSS by the generation adjustment and allocating that amount equally among the total number EAP customers in the community identified by the CICSS. The bill credit may be restructured with approval by the Commission after a period of no less than 3 years. A restructuring of the bill credit shall not impact the eligibility of the CICSS host for payment for surplus generation for a term of 10 years.

D. Basic Project Eligibility Requirements

To be eligible for participation in the Pilot, Projects must meet the following minimum requirements:

1. Applicants must be electric utility customers who propose to own, operate, or purchase

- power from a solar photovoltaic electrical generating facility with a total peak generating capacity of more than 100 kilowatts ("kW") and ~~less-not more~~ than 15,000 kW; that is located behind a retail meter on the customer's premises and is interconnected and operates in parallel with the Company's distribution system.
2. Any projected electrical consumption other than parasitic or station load behind the same retail meter as the Project may be no more than ~~20-15~~ percent of the projected generation output of the Project.
 3. Projects must be operational no later than eighteen months after final selection through the RFP.
 4. Applicants may not also request funding from the Renewable Energy Fund Low and Moderate Income Community Solar Grants Program.
 5. Selected projects must commit to submitting an application for the project for REC eligibility in New Hampshire.
 6. Project sponsors must agree to supporting evaluation of the pilot through participation in at least one interview with the evaluation, measurement and verification (EM&V) consultant selected for the pilot.
 7. Projects must be physically located in the electric service territory of the Company and any point of grid interconnection must also be in the Company's service territory. Neither the project nor the end-user customers to be served by the system may be located in, or a customer of, an electric utility other than Eversource.
 8. Projects must demonstrate control of any site(s) on which they will be constructed
 9. Projects must have submitted an interconnection Pre-Application form and the required fee to Eversource (NHDG@eversource.com)

II. Proposal Submission Requirements

The overall proposal emphasis should be on completeness of Project design and clarity of content. The strongly preferred format is 12-point, Times New Roman font size with 1" page margins and page numbers. Proposals shall include the following:

- A. **Letter of Transmittal** (1 page, including name of Project, contact information, and signature of Project lead as well as contact information for the person who has the authority to enter into a binding agreement on behalf of the Project).
- B. **Project Summary Sheet** Please use the form provided in Attachment A, "Project Summary Sheet."
- C. **Technical Project Proposal**
 1. Overview of Project site location (including panoramic and aerial site photos) and description of where array is to be sited.
 2. System size (kW AC and kW DC), and generating facility equipment, including manufacturer and model (if applicable) of inverters, panels, racking, production meter and monitoring software.
 3. Solar PV system schematic (including one-line electrical drawing stamped by a NH licensed Professional Engineer), with an attached copy of any relevant engineering or

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- feasibility studies.
4. Solar Site Survey, including a solar shading analysis and estimated annual production. Minimum of 80% optimal insolation is required. Please attach a copy of the Solar Site Survey.
 5. Projected kWh to be generated (annual and lifetime) and the assumptions (e.g., capacity factor) used for the estimate.
 6. Projected onsite load, if any, in kWh (annual and lifetime) to be displaced or be netted against surplus generation and the assumptions used for the estimate.
 7. Project timeline, including start date, key milestones in Project progress (e.g., design, permitting, construction, start-up, commissioning), and expected interconnection date.
 8. List of permits and approvals required and status of such permits and approvals, including any lease or site-control arrangements with property owners. Please attach a copy of any applicable lease agreement or other documents that demonstrate site control.
 9. Describe the status of the interconnection review process. Provide the date on which each of the following steps occurred or is anticipated to occur: i) submittal of Pre-Application, ii) submittal of Interconnection Request, iii) execution of System Impact Study Agreements, iv) execution of Interconnection Agreement.
 10. If a roof-mounted system, demonstrate that a structural analysis has been completed.
 11. Describe Project ownership structure, identify system owner and site owner, if different individuals, names of all Project owners, Project site ownership or leasing structure, and describe any power purchase agreement (PPA), if applicable. Please attach a copy of any applicable PPA. Please include letter of support from the site owner, if applicable.
 12. Describe assignments and roles of individual key Project personnel, listing the Project developer, solar installation company, NH licensed electrician, and any other Project personnel.
 13. Describe operations and maintenance plan for the system, including short-term and long-term system operation, maintenance and monitoring arrangements, and estimated Project lifespan, including any associated costs.
 14. Describe the Labor and Product Warranties; note that a minimum of five years' labor warranty is required. Projects must include a long-term plan for one full replacement of Project inverters.

D. EAP Customer and Community Partner Proposal

1. Provide a single, fixed generation adjustment to be applied to surplus generation from the Project expressed as a dollar per kWh amount over the term of participation in the Pilot. A generation adjustment may not be:
 - i. Equal to or greater than zero
 - ii. Conditioned upon or subject to any future adjustments (i.e., there must be no contingent pricing based upon the availability of the Investment Tax Credit, or the availability, receipt or continuation for any period of any other tax treatment or government grant, tariff, or subsidy, or the extent to which Project costs, including interconnection costs, exceed the forecast).
 - iii. Expressed using more than five digits (e.g. \$0.XXXXXX per kWh)
2. Identify, by zip code(s), the communities in which EAP customers are to receive bill

credits based upon the surplus generation and generation adjustment of the Project. A list of eligible zip codes is included as Attachment D to this RFP and includes a listing of the number of EAP customers in each zip code as of XXX. Applicants are encouraged to consider the amount of credit per bill that will be produced by their Project (*refer to scoring criteria in Section III of this RFP*).

3. Identify all expected net revenues or other benefits (annual and lifetime) for municipalities and other community partners including property taxes, payments in lieu of taxes, payments to lease or acquire real estate and net revenues associated with a PPA, if applicable.

E. Project Model A narrative description comprehensively addressing how the solar PV Project will be designed and managed

1. Identify the retail customer who will host the CICSS and the current or expected rate class of the CICSS host.
2. Ownership Model:
 - i. Provide a clear description of who will own the solar PV system and for how long. If ownership will be transferred or sold during the operational life of the system, please explain when and how that will take place, and what, if any, transaction costs will occur and who will pay them.
 - ii. If the solar PV system is third party owned, describe plans for effective management and communications between third party owner(s) and the CICSS facility.
 - iii. Provide a statement verifying that the Project will submit an application to be certified as eligible for RECs in New Hampshire.
 - iv. Define the party that owns the RECs and who will benefit from the sale of the RECs.

F. Project Development Costs and Financing

1. Provide total Project cost estimate, including itemized costs for equipment, labor, design, permitting, materials, balance of system costs, interconnection, etc., and any specific quotations from vendors and contractors.
2. Describe the Project's financing plan, financing status, and letters of intent or commitment from any third party investors, lenders, or financiers. If securing financing from outside lenders, identify the lending institution and describe the interest rate, term and all material conditions of the loan(s).
3. Describe all other financial resources and funding sources, including grants, rebates, tax credits, etc., anticipated to be used by or for the Project.
4. Describe use of federal investment tax credit (ITC) and any other tax incentives.

G. Qualifications and Experience

1. Provide a summary of the qualifications, experience, and roles of the Project team. As a separate attachment appended to the proposal, provide resumes of key personnel, including the community solar developer, if applicable, solar installation company, contractors and subcontractors (i.e. electricians). List years of experience for each Project

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team member, specifically including community solar project experience (resumes should be limited to relevant experience).

H. Conflicts of Interest

Describe any potential conflicts of interest on the part of any members of the Project team or its contractors and subcontractors.

III. Proposal Selection Process and Criteria

The Company will evaluate all proposals received for their completeness, clarity, quality of presentation, the amount of the generation adjustment identified by the applicant, expected community partner benefits, how well the Project meets the goals of the Pilot, reasonableness of costs, Project feasibility and readiness, potential for long-term success of the Project, qualifications and relevant experience of the Project team, responses to all topics, and the likelihood of Project completion. The evaluation criteria combine both objective and subjective factors.

Proposals will be deemed incomplete and ineligible for participation in the Pilot if information that is essential to the scoring evaluation is not included in the proposal.

Proposals will be reviewed and evaluated by a qualified independent evaluation consultant ("Evaluation Consultant") in consultation with the Company, using a six-step process, as described below:

Step 1: Preliminary Technical Evaluation: Assess completeness and responsiveness of proposals to eliminate ineligible proposals; all Projects deemed ineligible will receive notification of this determination in a timely manner. The Company may waive a deviation from eligibility requirements if the deviation does not alter the RFP process or give the respondent an advantage over other respondents, and if waiver is determined to be in the best interests of the Company, although any deviation is strongly discouraged;

Step 2: Preliminary Scoring: Award a preliminary score to each eligible proposal according to the criteria below, including both technical requirements and proposed EAP and community partner benefits (See Attachment B, Scoring Criteria Summary Sheet for an example of the scoring sheet);

Step 3: Oral Interviews (Optional): All respondents that preliminarily score above a certain level may be granted an opportunity to further describe and clarify items in their proposals, at the sole discretion of the Company. The Company reserves the right to alter the threshold based upon the number of proposals received, or to decide not to schedule interviews with respondents.

Step 4: Final Scoring and Review: Complete final scoring of proposals (individually, or as a group score) and notify Commission of selected Projects via an informational filing that includes a report from Evaluation Consultant;

Step 5: Complete enrollment agreements with selected Pilot participants;

The Company is not obligated to select Pilot participants and reserves the right to reject any or all proposals for any reason, including, but not limited to, canceling the RFP. Deviation from basic requirements may be waived, at the sole discretion of the Company, if the deviation does not alter the RFP process or give the applicant an advantage over other applicants, and if waiver is determined to be in the best interests of the Company. If, for any reason, selection of the top scorer(s) do not result in their participation in the Pilot, despite reasonable efforts made in good faith, the Company may go to the next highest scorer(s) and seek to enroll that applicant(s) in the Pilot.

The Company will consider the following criteria and assign a corresponding point score, where a maximum score for all criteria would be 100 points:

1. **EAP Customer Benefits.** Assessment of Project will include evaluation of the share of credit for surplus generation to be provided to EAP customers based upon the generation adjustment proposed by the applicant. The generation adjustment for Projects that serve onsite load other than parasitic or station load will be pro-rated by the ratio of projected surplus generation to total generation from the Project.

The Pilot is intended to support projects that provide material bill discounts to the largest possible number of EAP customers. Accordingly, proposals that would provide an expected average bill credit of less than \$5.00 per bill or more than \$20.00 per bill will be rejected. Applicants that submit proposals that would provide expected bill credits outside this range will be notified before proposals are rejected and provided an opportunity to modify their proposal.

Proposals must also identify communities in which the total historic annual load of EAP customers, when combined with any onsite load served by the facility, exceeds the projected annual output of the facility. The historic annual load of EAP customers by zip code is provided in Attachment D to this RFP.

Maximum Point Score 50

2. **Community Partner Benefits.** Assessment of all proposals will include evaluation of the benefits provided to municipalities and community partners¹. Evaluation will be based on a qualitative assessment of the quantity and quality of expected community partner benefits.

Maximum Point Score 20

3. **Technical Project Specifications.** Proposal elements evaluated will include optimal Project siting; locational benefits; optimal energy modeling (e.g., Solar Pathfinder) results; labor and equipment warranties; inverter replacement warranty or plan; solar PV project development team experience.

Maximum Point Score 15

4. **Project Feasibility and Readiness.** Applicant proposes a realistic and achievable Project with a clear definition of Project ownership and team members; secured Project site control; a well-defined and feasible Project timeline; methods of effective long-term Project management and administration; all necessary permits obtained or applied for; and financing,

¹ Net revenues for private individuals, businesses or for-profit corporations will not be considered in project evaluation

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funding, and/or investment commitments obtained, if applicable.
Maximum Point Score 15

IV. General Conditions

- A. The Company reserves the right to: reject any or all proposals, or any part thereof; determine what constitutes a conforming and eligible proposal; to waive minimal deviation(s) from basic requirements at the sole discretion of the Company, if the deviation does not alter the RFP process or give the respondent an advantage over other respondents, and if waiver is determined to be in the best interests of the Company. The Company reserves the right to request additional information from any or all parties submitting proposals to assist in the evaluation process.
- B. Eversource, to the extent authorized by law, will treat all proposals received from prospective CICSS facilities in a confidential manner and will use reasonable efforts, except as required by law or in the context of a regulatory proceeding, not to disclose such information to any third party other than the Commission, or use such information for any purpose other than in connection with the evaluation of a CICSS facility's participation in the Pilot.
- C. The Company shall not be responsible for any costs incurred by any party in preparation of any proposal submitted in response to this RFP.
- D. The Company reserves the right to amend or cancel this RFP at any time if the best interests of the Company require such action. Applicants should check the Company website at [URL TBD](#) for any addenda to this RFP before filing their proposals.
- E. If an applicant's proposal is selected, any subsequent material changes or modifications, including, but not limited to: changes in Project site plan, design, equipment, or other major components; overall Project budget; key Project personnel; Project funding or financing model; Project administration, management, or communications; or proposed technical details must be disclosed to the Company.
- F. This RFP is not an offer. Neither the Company nor this RFP shall create any commitment on the part of the Company or confer any rights on the part of the applicant.

Attachment A. PROJECT SUMMARY SHEET

Please fill in the Project Summary Sheet and insert directly following the letter of transmittal in the final proposal submission.

Please see next page.

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Project Summary Sheet		
Project Name		
Project Team (entities, contacts, roles)		
Customer Name (name of retail customer to host CICSS)		
Customer Rate Class		
Contact Information for person authorized to enter into enrollment agreement		
Project Location		
Summary of Project Model		
Cleann Innovation Generation Adjustment (\$/kWh)		
EAP Community to receive bill credits (zip code(s))		
Capacity and Estimated Annual Generation	kW DC and kW AC	(Modeled kWh/year)
Estimated Annual Onsite Consumption (kWh/year)		
Total Estimated Project Cost (\$)		
Anticipated Project Completion Date		

Attachment B. SCORING CRITERIA SUMMARY SHEET

Project:

Applicant:

Low Income Credit Adjustment:

Criteria	Maximum Score	Score	Comments
EAP Customer Credit	50		
Community Partner Benefits	20		
Technical Project Specifications	15		
Project Feasibility and Readiness	15		
Total	100		

Comments:

Public Service Company of New Hampshire d/b/a Eversource Energy
Comparison of Current Rates and Projected Rates with LMI Pilot Program
Residential Service Rate R Customer

(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
Effective Date	Charge	Distribution Charge	Transmission Charge	Stranded Cost Recovery Charge	System Benefits Charge	Energy Service Charge	Total Rate
Current Rates	Customer charge (per month)	\$ 13.81					\$ 13.81
	Charge per kWh	\$ 0.04508	\$ 0.02241	\$ 0.01018	\$ 0.00743	\$ 0.08306	\$ 0.16816
Proposed Rates	Customer charge (per month)	\$ 13.81					\$ 13.81
	Charge per kWh	\$ 0.04515	\$ 0.02241	\$ 0.01018	\$ 0.00743	\$ 0.08381	\$ 0.16898

Standard Rate R Customer (600 kWh monthly bill)

	Current Rates	Proposed Rates	\$ Change	% Change in each Component
Delivery Service	\$ 64.88	\$ 64.92	\$ 0.04	0.06%
Energy Service	49.84	50.29	0.45	0.90%
Total Bill	\$ 114.72	\$ 115.21	\$ 0.49	0.43%

Public Service Company of New Hampshire d/b/a Eversource Energy
Comparison of Current Rates and Projected Rates with LMI Pilot Program
Residential Electric Assistance Program (EAP) Customers

Tier 2 EAP Customer - 8% Credit (600 kWh monthly bill)

	Current Rates	Proposed Rates	\$ Change	% Change in each Component
Delivery Service	\$ 64.88	\$ 64.92	\$ 0.04	0.06%
Energy Service	49.84	50.29	0.45	0.90%
EAP Credit (8%)	(9.18)	(9.22)	(0.04)	0.43%
Total Bill w/o Solar Credit	\$ 105.54	\$ 105.99	\$ 0.45	0.43%
Avg Monthly EAP Solar Credit	-	(10.74)	(10.74)	0.0%
Total Bill with Solar Credit	\$ 105.54	\$ 95.26	\$ (10.29)	-9.75%

Tier 3 EAP Customer - 22% Credit (600 kWh monthly bill)

	Current Rates	Proposed Rates	\$ Change	% Change in each Component
Delivery Service	\$ 64.88	\$ 64.92	\$ 0.04	0.06%
Energy Service	49.84	50.29	0.45	0.90%
EAP Credit (22%)	(25.24)	(25.35)	(0.11)	0.43%
Total Bill w/o Solar Credit	89.48	89.86	0.38	0.43%
Avg Monthly EAP Solar Credit	-	(10.74)	(10.74)	0.0%
Total Bill with Solar Credit	\$ 89.48	\$ 79.13	\$ (10.35)	-11.57%

Tier 4 EAP Customer - 36% Credit (600 kWh monthly bill)

	Current Rates	Proposed Rates	\$ Change	% Change in each Component
Delivery Service	\$ 64.88	\$ 64.92	\$ 0.04	0.06%
Energy Service	49.84	50.29	0.45	0.90%
EAP Credit (36%)	(41.30)	(41.48)	(0.18)	0.43%
Total Bill w/o Solar Credit	73.42	73.73	0.31	0.43%
Avg Monthly EAP Solar Credit	-	(10.74)	(10.74)	0.0%
Total Bill with Solar Credit	\$ 73.42	\$ 63.00	\$ (10.42)	-14.20%

Tier 5 EAP Customer - 52% Credit (600 kWh monthly bill)

	Current Rates	Proposed Rates	\$ Change	% Change in each Component
Delivery Service	\$ 64.88	\$ 64.92	\$ 0.04	0.06%
Energy Service	49.84	50.29	0.45	0.90%
EAP Credit (52%)	(59.65)	(59.91)	(0.25)	0.43%
Total Bill w/o Solar Credit	55.07	55.30	0.24	0.43%
Avg Monthly EAP Solar Credit	-	(10.74)	(10.74)	0.0%
Total Bill with Solar Credit	\$ 55.07	\$ 44.56	\$ (10.50)	-19.07%

Tier 6 EAP Customer - 76% Credit (600 kWh monthly bill)

	Current Rates	Proposed Rates	\$ Change	% Change in each Component
Delivery Service	\$ 64.88	\$ 64.92	\$ 0.04	0.06%
Energy Service	49.84	50.29	0.45	0.90%
EAP Credit (76%)	(87.19)	(87.56)	(0.37)	0.43%
Total Bill w/o Solar Credit	27.53	27.65	0.12	0.43%
Avg Monthly EAP Solar Credit	-	(10.74)	(10.74)	0.0%
Total Bill with Solar Credit	\$ 27.53	\$ 16.91	\$ (10.62)	-38.57%

Public Service Company of New Hampshire d/b/a Eversource Energy
Comparison of Current Rates and Projected Rates with LMI Pilot Program
Rate Changes Expressed as a Percentage of Total Revenue for Each Class

Class	Distribution	Transmission	SCRC	System Benefits	Consumption Tax	Total Delivery Service	Energy Service	Total Delivery and Energy
Residential	0.04%	0.00%	0.00%	0.00%	0.00%	0.04%	0.32%	0.36%
General Service	0.05%	0.00%	0.00%	0.00%	0.00%	0.07%	0.28%	0.33%
Primary General Service	0.08%	0.00%	0.00%	0.00%	0.00%	0.11%	0.22%	0.30%
GV Rate B	0.02%	0.00%	0.00%	0.00%	0.00%	0.03%	0.07%	0.09%
Total General Service	0.08%	0.00%	0.00%	0.00%	0.00%	0.11%	0.22%	0.30%
Large General Service	0.13%	0.00%	0.00%	0.00%	0.00%	0.15%	0.11%	0.24%
LG Rate B	0.10%	0.00%	0.00%	0.00%	0.00%	0.10%	0.08%	0.17%
Total Large General Service	0.13%	0.00%	0.00%	0.00%	0.00%	0.15%	0.11%	0.24%
Outdoor Lighting Rate OL	0.02%	0.00%	0.00%	0.00%	0.00%	0.02%	0.10%	0.11%
Energy Efficient Outdoor Lt. Rate EOL	0.02%	0.00%	0.00%	0.00%	0.00%	0.02%	0.11%	0.13%
Total Outdoor Lighting	0.02%	0.00%	0.00%	0.00%	0.00%	0.02%	0.10%	0.12%
Total Retail	0.05%	0.00%	0.00%	0.00%	0.00%	0.08%	0.28%	0.33%

Note:

Residential rate impacts represent the average impact across Rate R, Water Heating and Time of Day residential rates

General Service rate impacts represent the average impact across Rate G, Water Heating, Space Heating and Time of Day rates

Primary General Service rate impacts represent the average impact across Rate GV, GV Rate B and Space Heating